Automotive

SEPTEMBER 14, 1992

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NEWSPAPER

latenews

NHTSA checks Ford subframes

WASHINGTON — The National Highway Traffic Safety Administration has begun a paperwork investigation of reported subframe failures on the Lincoln Continental and the Ford Taurus/Mercury Sable.

The study stems from three complaints of a corroded washer that allowed two sections of the subframe to separate. That could result in loss of steering control, NHTSA said.

About 1.5 million cars could be affected. They include 1988-89 Continentals and 1986-89 six-cylinder Taurus/Sable models.

NHTSA has upgraded its look at front seat-belt failures in 1987-90 Chevrolet Corsicas and Berettas. The belts reportedly fail to latch or may appear to latch when they aren't engaged, NHTSA said.

Other new preliminary investigations: 1992 Dodge

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It's a big week for introductions

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EC rulemakers slap Chrysler

Eurostar aid from Austria may mean duty on vans

ED WENDT
Staff Correspondent

LONDON — In a move that could cost Chrysler Corp. an indicated $106 million and tack a 10 percent duty on every minivan it builds in Europe, the European Commission ruled last week that the automaker had received illegally high subsidies from Austria when it built its joint-venture Eurostar plant in that country.

The commission, the executive arm of the 12-nation European Community, ruled that the $140.6 million subsidy Austria gave Chrysler to build its $426 million plant far exceeded the EC's 8 percent allowable ceiling on such state aid. It gave Austria until Sept. 30 to get back the difference from Chrysler — an indicated $106.6 million — or 10 percent duties will be imposed on Eurostar's exports to the EC.

Because Austria is not an EC member, the commission is not empowered to impose the penalties directly. If not resolved by the deadline, the issue will go to the EC's Council of Ministers for action or compromise.

Under a 1972 treaty allowing free trade between Austria and the Community, subsidies that "distort competition" are illegal. The complaint was filed on those grounds by France's Renault SA, which markets Europe's best selling minivan, the Espace.

The deadline was imposed after the commission and Austria failed to find grounds for compromise on the dispute, which involves Chrysler's joint venture with Steyr-Daimler-Puch GmbH in Graz. An offer by Austria to reduce the subsidy to 20 percent was rejected.

The Eurostar venture, which came on stream April 29, is scheduled to produce about 13,000 Plymouth Voyagers this year, rising to about

see AUSTRIA, 35

Big 3 trim efforts to lure black dealers

Backlog of trained candidates grows

KATHY JACKSON
Staff Reporter

The Big 3's method of recruiting and training blacks to be car dealers is changing.

For the past 20 years, Ford Motor Co., General Motors and Chrysler Corp. have operated training academies to help blacks learn the retail auto business.

But Chrysler is the only company still recruiting new students the traditional way.

GM has not offered a class in nearly two years.

Ford graduated 17 students in April; 18 will graduate in October; and no new classes are scheduled.

"That's kind of frightening in a way," said David Smith, manager of Ford's Minority Dealer Operations and Training Program.

Both GM and Ford are looking at alternative ways to continue to move blacks through the system.

Those include sending candidates to successful black dealerships for training or to prestigious

see MINORITY, 37

Ford helps non-minorities ➤ 37

MICHAEL J. MALONE

Thomas Moorhead completed a minority program in 1987 and today owns a Buick-Isuzu store in Nebraska.

Audi meshes with VWoA; Young runs unified plan

ARLENA SAWYERS
Staff Reporter

The modified corporate structure at Volkswagen of America Inc. signals a more unified company and a firmer commitment to the U.S. market, analysts say.

It also clarifies William Young's control over both divisions.

Young is VWoA president and chief executive officer. Officially, Richard Mugg, the retiring Audi of America vice president, always reported to Young, but some insiders say the lines of communication were blurred and Mugg reported directly to executives at Audi AG in Germany.

"Mugg never worked for Young," said one company observer. "Audi was always independent and did things on its own. Now Young will take over full responsibility of marketing both divisions."

The new corporate structure is clear: the newly appointed vice presidents of VW United States Inc. and Audi of America Inc., respectively, will report to Young.

Reorganization came quickly.

On Sept. 4, the company announced that Thomas Shaver would would become vice president of Volkswagen United States. Four days later the company announced the appointment of Gerd Klauss as vice president of Audi of America Inc. Each man is responsible for sales, marketing, and executive management of his respec-

see VWoA, 33

Economy dogs Bush; Clinton's party hurts him

Industry choice clear but hard

MAX GATES
Staff Reporter

WASHINGTON — For the U.S. auto industry, the 1992 presidential election boils down to a clear but difficult choice:

Stick with Republican George Bush, 68, a known quantity who sings the industry's tune on such issues as fuel economy but can't move the economy. Or take a chance on Bill Clinton, 46, whose intriguing ideas on managing the economy will be weighed against old fears of doing business under a Democrat.

Trade, health care, fuel economy and the economy itself will be hot buttons for auto interests this fall. And each candidate still has time to get a message across.

ELECTION ★ '92 ★

Ford Motor Co. President Philip Benton, for example, says Bush's economic agenda, announced last week in Detroit, reflects a "pulling together of disparate concerns that could represent a sound program." Yet he said he wanted more specifics, and he's still not sure where Bush stands on health care.

Of course, there's no guarantee that the auto industry will march in step on any single issue.

U.S. automakers like Bush's North American Free Trade Agreement with Mexico, but they think he can do a lot more to pry open Japan's markets.

Japanese automakers don't like the North American trade deal, but they support Bush's opposition to import barriers. Import dealers fear Clinton on fuel economy and trade, yet were saddled with a luxury tax under Bush.

Most everyone thinks that the $350 billion budget deficit is dangerously large and the economy is moving too slowly.

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Automotive News

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Dealers have an alternative to LIFO accounting. PAGE 4

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New engine switches from 2 to 4 cylinders. PAGE 6

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correction

Toyota Vice President George Borst predicts Japanese automakers will lose 1 point of market share in cars and 3.3 points in light trucks in the 1992 calendar year. A Sept. 7 photo caption on Page 6 gave an incorrect estimate.

HANS G. LEHMANN/HIDDEN IMAGE

BMW readies roomier, faster 7 series

The next-generation 7-series sedan is expected to debut at the 1993 Frankfurt auto show. Overall length is expected to grow by four inches, and this retouched spy photo of a prototype shows wider doors and kidney-shaped grille. Dual airbags and a new family of V-8 engines are planned. The current 5.0-liter V-12 will grow to 5.6 liters and make 330 to 350 horsepower.

latenews

CONTINUED *from* PAGE 1

Dakota pickups, one complaint of a brake pedal falling off; 1987-89 Toyota Camrys and Celicas with 2.0-liter engines, 53 complaints of stuck throttles; 1991-92 Mazda pickups, two complaints of cracked wheels.

— Max Gates

Economy tops dealers' agenda

WASHINGTON — The economic outlook and strategies for dealing with the next Congress, which may have as many as 150 new members, top the agenda as 400 auto dealer leaders meet in Washington today through Wednesday.

Speakers for the annual legislative briefing, hosted by the National Automobile Dealers Association, include U.S. Sens. Robert Packwood, R-Ore., on trade and Pete Domenici, R-N.M., on the budget and the economy. NADA Chief Economist Thomas Webb will present his economic outlook. NADA President Richard Strauss also will address the conference.

Leaders of state and metropolitan dealer associations will be briefed on the current status of government issues, including IRS cash reporting rules.

AIADA sets up Andrew fund

WASHINGTON — Import dealers have set up a disaster relief fund to assist dealership employees put out of work by Hurricane Andrew.

More than 20 dealerships were damaged or destroyed when the hurricane ripped through south Florida in late August.

"Dealers have insurance to cover the loss in brick and mortar, and even the business interruption," said Fritz Hitchcock, chairman of the American International Automobile Dealers Association. But he said many dealership employees are homeless and have no way to make a living.

The association has set up the AIADA Disaster Relief Fund at P.O. Box 27024, Richmond, VA 23261-7024. All donations will go to dealership employees and their families.

GM cancels show exhibit

General Motors canceled plans for a corporate exhibit at Detroit's North American International Auto Show in January, a spokesman confirmed.

In the past, GM has had a separate corporate exhibit, encompassing about 15,000 square feet, in addition to exhibits for each of its vehicle divisions. But the exhibit planned for the 1993 show was canceled to cut costs, said spokesman David Sloan. Sloan would not say how much GM might save, but a GM source said it could be about $1 million.

— Phil Frame

Ford takes over homologation

BENICIA, Calif. — Ford Motor Co. is taking more control over its exports to Japan.

The company will modify all of its Japanese exports at Ford's predelivery center in California, rather than have its Japanese partner Mazda make the changes in Japan.

Changes such as lighting and fender flares must be made to Ford vehicles to meet Japanese legal requirements.

Ford spokeswoman Judith Muhlberg said Ford will save money and Ford engineers will have more control over timing and quality by making the changes in America.

CBS belt show angers makers

WASHINGTON — Auto industry interests reacted strongly Friday to a TV report claiming that a design defect can cause some safety belts to unlatch during a crash.

The CBS report, aired Thursday on the show "Street Stories," alleged that a phenomenon known as "inertial unbuckling" has been implicated in several cases where belts failed during a crash. Inertial unbuckling can occur when a buckle with release buttons on the side is struck sharply on the back by a hard object.

The industry-backed American Coalition for Traffic Safety said at a press conference that there is no evidence that inertial unbuckling occurs during the real-life auto crashes. President Philip Haseltine accused CBS of airing a biased report that failed to give counter arguments.

An estimated 150 million of the buckles are installed in U.S. vehicles.

— Max Gates

GM cuts funds for rental ads

General Motors' cost-cutting mission is spreading to rentals and could result in the biggest marketing changes ever in that field.

For the 1993 model year, GM is virtually eliminating the cooperative advertising allowances it gives Avis Rent-A-Car and National Car Rental System. As a result, Avis and National said they will immediately cut ad spending by as much as 25 percent, according to *Advertising Age*, sister publication to *Automotive News*. GM is part-owner of both Avis and National.

— Crain News Service

Nissan delays Micra launch

LONDON — Nissan Motor Manufacturing U.K. Ltd. said last week it has postponed the introduction of its all-new Micra until January.

Nissan said it made the change to avoid the possibility of getting caught in a disruptive market late this year when manufacturers are expected to try to dump thousands of cars not equipped with catalytic converters.

A European Community rule requires that all new cars sold after Jan. 1 be equipped with catalytic converters. Cars without catalysts must be sold as used cars. Barring a waiver to the rule, analysts expect makers with large inventories to dump their non-catalyst cars on the market at giveaway prices.

The Micra, which is built in Sunderland, England, was scheduled to go on sale in Britain Nov. 19. Nissan said it will now reach showrooms in early January.

— Ed Wendt

briefly

Saturn dealers are crushed

Saturn Corp. last week began pulverizing more than 1,000 never-owned or little-driven cars on its Spring Hill, Tenn., factory property. In May 1991, Saturn recalled 1,836 cars that contained corrosive engine coolant. Some recalled cars were fixed up and sold to employees or given to schools, and 120 were cut in half to make dealership displays. The rest become a de facto recycling test: They're being unconstructed, sorted by material, crushed, shredded, recycled and disposed of, said a spokesman, in an as environmentally conscious way "as possible."

A SUBTLE HINT — Ross Roberts, listen up. As head of **Ford Division**, you might want to win a race. The usually media-shy Bob Rewey, **Ford Motor Co.'s** vice president of sales for North America, showed last week that he can use the press. At a media briefing, Rewey was asked if he cared whether the Taurus (with calendar-year sales of 238,352 through August) catches the **Honda** Accord (262,614) for U.S. car sales leadership. "Sales leadership is as desirable a sales tool as it's ever been," he replied. "You can quote me to Ross."

FALSE ALARM — All eyes were on **Ford** world headquarters last week after *The New York Times* reported that the board of directors was set to promote Executive Vice President Alexander Trotman to a position that surely would catapult him to the chairmanship when Harold Poling retires. Trotman, head of North American Automotive Operations, and Allan Gilmour, president of the Ford Automotive Group, may be the two top contenders for the chief job. The board did nothing on the succession issue, leaving the automotive community still wondering who will succeed Poling. Poling is being coy about when he's going to leave. But a company insider says one board member insists that Poling leave in March when his scheduled three-year tenure is up.

DUAL DEPLOYMENT — **Chrysler Corp.** acknowledged in August that it put early production LH models into Florida rental fleets to get fast feedback on quality, durability and crash performance. It seems Florida's humidity, high temperatures and renter's long mileage put vehicles to the durability test. And last week, a family visiting Florida from Ireland tested a rented **Eagle** Vision's dual airbags. According to Chrysler, the couple and their two children walked away unharmed. A side note: the company produced its 3 millionth airbag-equipped vehicle last week. It was a **Dodge** Intrepid ES produced at the Bramalea, Ontario, plant and destined for Security Dodge in Amityville, N.Y.

The del Sol finds its niche.

SOOOO COOL — Southern California's beach community is being introduced to the new open-top **Honda** del Sol coupe with mammoth billboards that loom over freeway off-ramps that lead to the area's most posh beach cities, such as Newport Beach and Marina del Rey. Pass the sunscreen.

Ford slashes Thunderbird, Cougar prices

Automaker expects strategy to add to sales momentum

Ford trims models throughout '93 lineup ➤ 22

Ford Motor Co. last week slashed prices and simplified the model lines for the Ford Thunderbird and Mercury Cougar.

The move expands Ford's strategy of gaining market share through value pricing and simplifying both the buying experience and manufacturing complexity.

Across its product line, Ford said it reduced previously announced tentative 1993 price increases to just 0.3 percent, or $63, above comparably equipped 1992 cars. In July, the company announced tentative car price increases averaging 2.9 percent.

Ford's new pricing followed an increase of 1.6 percent by General Motors and a tentative hike of 2.6 percent by Chrysler Corp.

With the Thunderbird and Cougar, Ford adopted a program that sharply increased sales and market share in a California test.

For 1993, Ford knocked $2,986, or 15.9 percent, off the price of its 1992 Ford Thunderbird LX and $1,606, or 9.8 percent, off the sticker of its 1992 Mercury Cougar LS.

The 1992 Cougar XR7 has been dropped, and the LS has been rebadged XR7 for 1993.

Ford has dropped its base model Thunderbird, which was $16,345, bringing in the better-equipped Thunderbird LX at $15,797. The 1993 Cougar has upgraded seats and interior trim. The sticker price is $14,854, compared to $16,460 for the 1992 Cougar LS model.

Robert Rewey, vice president of sales for Ford's North American Automotive Operations, said the company hopes to get 60,000 more units in the 1993 model year from its Lorain, Ohio, plant that makes the two coupes. Through 11 months of the 1992 model year, Ford sold 120,305 Thunderbirds and Cougars in the United States.

Rewey said Ford's strategy is aimed at simplifying the buying experience for customers. Ford is shifting "fire-sale values" into a more rational, regular pricing structure, he said.

Rewey: Make buying easy

In May, Ford went national with one-price packaging on specially equipped Ford Escort LX models, at $10,899, and followed that with value-priced Mercury Tracers at $11,665. Ford's one-price strategy puts a single sticker price on well-equipped versions of all body styles of a model, such as sedans, hatchbacks and wagons. Those prices are still typically negotiable.

The virtually flat average pricing for 1993 won't hurt Ford's profitability, Rewey said. Asked if dealer grosses were trimmed, he responded: "Nothing envisions us getting higher share at the expense of dealership profitability. We got at least the advice, and I think the consent, of our dealers."

Ford's marketing programs have helped move the iron. In calendar 1992 through August, the company's share of the car and light-truck market rose 1.5 points to 24.4 percent, while the Japanese makers lost 1.6 percentage points.

Raymond Serafin, Detroit bureau chief for Advertising Age, *contributed to this report.*

1993 FORD PRICES

(Not adjusted for equipment changes)

	1993 Price	Change from 1992 price
FORD Festiva		
L 2-door hatch	$ 6,941	0
GL 2-door hatch	7,869	–$ 111
Escort		
Standard 3-dr. hatch	6,355	0
LX 3-door hatch	9,364	+ 309
LX 4-door	10,041	+ 246
LX 5-door hatch	9,797	+ 314
LX wagon	10,367	+ 300
LX-E 4-door	11,933	0
GT 3-door hatch	11,871	0
Probe		
3-door hatch	12,845	+ 588
GT 3-door	15,174	+ 317
Tempo		
GL 2-door	10,267	+ 280
GL 4-door	10,267	+ 130
LX 4-door	12,135	+ 1,020
Mustang		
LX 2-door	10,719	+ 504
LX 3-door hatch	11,224	+ 503
LX convertible	17,548	+ 649
LX 5.0L 2-door	13,926	+ 504
LX 5.0L 3-dr. hatch	14,710	+ 503
LX 5.0L conv.	20,293	+ 649
GT 3-door hatch	15,747	+ 504
GT convertible	20,848	+ 649
Taurus		
GL 4-door*	15,491	+ 511
GL wagon*	16,656	+ 643
LX 4-door	18,300	+ 525
LX wagon	19,989	+ 525
SHO 4-door	24,829	+ 990
Thunderbird		
LX 2-door	15,797	– 2,986
Super Coupe	22,030	– 16
Crown Victoria		
4-door	$19,972	+$ 409
LX 4-door	21,559	+ 679
1992 Taurus GL compares to 1992 Taurus L.		
LINCOLN		
Executive 4-door	34,190	+ 2,979
Signature 4-door	35,494	+ 1,242
Cartier 4-door	37,581	+ 1,241
Continental		
Executive 4-door	33,328	+ 1,065
Signature 4-door	35,319	+ 1,066
MERCURY Tracer		
4-door	10,155	+ 382
LTS 4-door	12,023	0
Wagon	10,982	+ 188
Capri		
Convertible	14,452	0
XR2 convertible	17,250	0
Topaz		
GS 2-door	10,801	+ 289
GS 4-door	10,801	+ 123
Villager		
GS van*	16,504	—
LS van*	21,798	—
Sable		
GS 4-door	17,349	+ 931
GS wagon	18,458	+ 1,063
LS 4-door	18,430	+ 1,062
LS wagon	19,457	+ 1,062
Cougar		
XR7 2-door**	14,854	– 1,606
Grand Marquis		
GS 4-door	21,973	+ 1,757
LS 4-door	22,500	+ 1,856

*New model for 1993
**Cougar LS in 1992

Amati considers one-price strategy

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Amati Division is studying the one-price sales concept as a way to set itself apart as a luxury carmaker.

The luxury division of Mazda Motor of America Inc. has been surveying customer-satisfaction experts in diverse businesses. Within the industry, Amati is looking at variations of the sales themes that have become popular at Saturn, Ford Division and hundreds of dealerships.

Saturn dealers use a no-negotiation procedure; other dealers post a no-haggle price on individual models; and Ford Division puts the same tag on several body styles within a car line.

"Maybe one advantage we have is what's going on with the non-negotiable price movement," said Richard Colliver, Amati general manager.

"We've been able to study that before launch, and something like that is always easier to implement from the start than to try to get dealers to sign on after they've been out there doing it the other way."

Colliver said that doesn't mean Amati is going to adopt the strategy, but he said "the door is open." The company plans to introduce two sedans through a new dealer network beginning in spring 1994.

"The basis of one-price is that it produces a hassle-free shopping environment. That's what the consumers say they want," Colliver said. "Getting to hassle-free is our goal, how we get to that is still being decided."

Amati enlisted the help of in-house customer satisfaction experts at Xerox, IBM, Ritz-Carlton, Whirlpool and other firms last spring. During a seven-week period, they answered questions from Amati in an electronic conference.

"Nothing earth-shattering came out of the conference, but it reaffirms that when it comes to customer satisfaction, we have to do it every day, all day," Colliver said.

> "The basis of one-price is that it produces a hassle-free shopping environment. That's what consumers say they want. Getting to hassle-free is our goal, how we get to that is still being decided."
>
> **RICHARD COLLIVER**
> AMATI GENERAL MANAGER

"It has to start with me, go through the organization to the dealers and then to the customer. It has to be one continuous loop, focused on giving the customer what he wants."

Colliver admitted that the notion sounds a lot like what other companies are saying. The difference, he said, will be putting it into practice.

Colliver said Amati has found "a few flaws" in the Lexus operation, but it's still the benchmark.

Amati spokesman Jack Nerad said Lexus salespersons are still trained in the classic "close them today" mode. That creates tension, he said, that Amati wants to avoid.

But Colliver said Lexus knows its own flaws. So, he acknowledged, it will be tough to beat Lexus to the market with solutions to problems Lexus has already identified.

The Bentley Brooklands, a new "entry-level" model from Rolls-Royce, carries a sticker price of $138,500.

Acura, Porsche, Rolls-Royce raise prices

JOHN K. TEAHEN JR.
Senior Editor

Acura prices have risen an average of $582, or 2.5 percent, for 1993 with individual models climbing $350 to $1,200.

In other price news last week, Porsche Cars North America Inc. said its 1993 sports cars will go up an average of $894, or 1.4 percent, and Rolls-Royce and Bentley tacked $5,200 to $7,300 (3 percent) onto the stickers of most of their ultra-luxury motor cars.

Acura's increase may grow a bit when the pricing of its 1993 line is complete. Legend coupes and the NSX will be priced when they go on sale in December.

Last week, Acura hiked Integra three-door hatchbacks and four-door sedans $350 apiece. The Vigor LS sedan went up $600, and the Vigor GS rose $1,100. The base Legend sedan jumped $1,200, and the Legend L and LS sedans climbed $800.

Porsche's increase was tempered by a mere $100 hike on the 968 coupe. Other models rose $900 to $1,470. Porsche increased the destination charge $25 per car; it's now $725. The company said option prices are up an average of 2.5 percent for 1993.

Rolls-Royce Motor Cars Inc. has a pair of new Bentley Brooklands sedans replacing the Mulsanne S. The Brooklands is $138,500 and a long-wheelbase version is $152,400. The 1992 Mulsanne was $149,900. The Silver Spirit II "price leader" has departed from the Rolls-Royce lineup for 1993.

Prices of the Rolls Touring Limousine and the Bentley Continental R two-door are unchanged for 1993. The limo is $310,000; the Continental R is $261,800.

1993 IMPORT PRICES

(Not adjusted for equipment changes)

	1993 Price	Change from 1992 price
ACURA		
Integra		
RS 3-door hatch	$12,930	+$ 350
RS 4-door	13,855	+ 350
LS 3-door hatch	14,835	+ 350
LS 4-door	15,585	+ 350
LS Special 3-door hatch*	16,335	—
GS 3-door hatch	17,005	+ 350
GS 4-door	17,545	+ 350
GS 3-door hatch (leather)	17,595	+ 350
GS 4-door (leather)	18,045	+ 350
GS-R 3-door hatch*	18,260	—
Vigor		
LS 4-door	24,265	+ 600
GS 4-door	25,660	+ 1,100
Legend		
4-door	28,200	+ 1,200
L 4-door	31,200	+ 800
L 4-door (leather)	32,700	+ 800
LS 4-door	35,700	+ 800
*New model for 1993		
Legend coupes and the NSX will be priced in December.		
PORSCHE		
968		
Coupe	39,900	+ 100
Cabriolet	51,900	+ 900
911 Carrera 2 (4wd)		
Coupe	64,900	+ 1,090
Targa	$ 66,600	+$1,100
Cabriolet	74,190	+ 1,290
911 Carrera 4 (4wd)		
Coupe	77,050	+ 1,270
Targa	78,660	+ 1,280
Cabriolet	86,250	+ 1,470
911-RS America		
Coupe	54,900	+ 900
Roadster	89,350	+ 1,450
928GTS		
Coupe	82,200	+ 1,340
BENTLEY		
Brooklands		
4-door*	138,500	—
4-dr. (long w.b.)*	152,400	—
Turbo R		
4-door	194,900	+ 5,700
4-door (long w.b.)	210,300	+ 6,100
Continental		
Convertible	250,200	+ 7,300
R 2-door	261,800	0
*New model for 1993		
ROLLS-ROYCE		
Silver Spur II		
4-door	178,200	+ 5,200
Touring Limousine	310,000	0
Corniche IV		
Convertible	251,000	+ 7,300

GM reassigns another executive to Isuzu

CAMI vice president is 3rd to get nod this year

RICHARD JOHNSON
Staff Reporter

TOKYO — General Motors continues to bolster its management presence at its financially beleaguered Isuzu Motors Ltd. affiliate with the addition of another top American executive.

Michael Nylin, 40, formerly vice president of finance at GM's Canadian joint venture, CAMI Automotive Inc., assumed the post of co-manager for corporate planning Sept. 1.

He is the third GM executive appointed to Isuzu since the U.S. automaker assumed a more active role in the Japanese company's operations earlier this year.

Nylin is expected to be named a director of the company at Isuzu's January directors' meeting. He will report to Isuzu executive vice president Donald Sullivan.

GM, which owns 37.4 percent of Isuzu, deepened its management role in the Japanese company with the addition of Sullivan in January.

The highest-ranking foreigner at any Japanese automaker, Sullivan is responsible for corporate, product and production planning, and engineering. He reports to Isuzu's new president, Kazuhira Seki.

Along with Sullivan, former GM executive Philip Murtaugh was named a director of Isuzu and assistant general manager of product planning in January.

Nylin joined GM in 1979 as a statistician on the corporate finance staff in Detroit and held several finance positions before being promoted to director of North American product program analysis in March 1987.

He moved to GM's Flint Automotive Division in December 1988. In 1990, Nylin joined CAMI, the 50-50 joint venture between GM and Suzuki Motor Corp.

GM, Renault consider dissolving Latin America agreement

SAO PAULO, Brazil — General Motors do Brasil appears to be ready to scrap a 1-year-old mutual-aid pact with the Argentinian subsidiary of France's Renault Group.

Under the accord, GM do Brasil and Renault Argentina import and sell one another's vehicles on a duty-free basis. In Argentina, GM's Chevette subcompact and Chevrolet pickup are rebadged as Renaults and sold through that company's dealers; in Brazil, Renault's Trafic light-commercial van is rebadged and sold through GM dealers.

By helping each maker compensate for its absence in the other's market, the agreement helps the two compete with Autolatina, the Ford-Volkswagen venture, and Fiat S.p.A.

Although the accord has generated some additional volume for GM and Renault, both indicate that it will not be renewed when it expires next year.

A GM spokesman confirmed last week that the company is negotiating with Iveco, the Italian truck maker that is part of the Fiat Group, to set up a joint-venture plant in Argentina to build cars and trucks from kits. According to the spokesman, the talks are in the preliminary stage.

And separately, a Sao Paulo import firm said it will begin marketing four Argentina-built Renault models in Brazil in October. The company said it expects to import 3,000 units this year.

— *Rik Turner*

U.S. CAR AND LIGHT-TRUCK SALES PER DEALER

Make	Car	Truck	August Total	July Total
Toyota	49	20	69	75
Saturn	63	—	63	123
Honda	61	—	61	58
Lexus	55	—	55	49
Ford	22	29	51	51
Nissan	32	16	48	44
Chevrolet	17	22	39	44
Infiniti	38	—	38	36
Acura	38	—	38	31
Mazda	24	10	34	37
Hyundai	21	—	21	19
Dodge	8	13	21	22
Mitsubishi	18	2	20	36
Isuzu	1	16	17	13
BMW	16	—	16	17
Mercury	13	1	14	15
Jeep	—	14	14	11
GMC	—	13	13	12
Pontiac	12	1	13	16
Buick	13	—	13	18
VW	10	0	10	10
Subaru	10	—	10	17
Plymouth	5	5	10	11
Volvo	10	—	10	16
Mercedes	9	—	9	12
Oldsmobile	8	1	9	13
Cadillac	9	—	9	7
Saab	8	—	8	7
Suzuki	2	5	7	6
Lincoln	7	—	7	7
Daihatsu	5	0	5	9
Audi	5	—	5	3
Jaguar	4	—	4	4
Chrysler	3	0	4	5
Eagle	4	—	4	3
Land Rover	—	3	3	3
Porsche	2	—	2	2
Alfa Romeo	2	—	2	1

Saturn sales dip to No. 2

ANNE E. WRIGHT
Chief Statistician

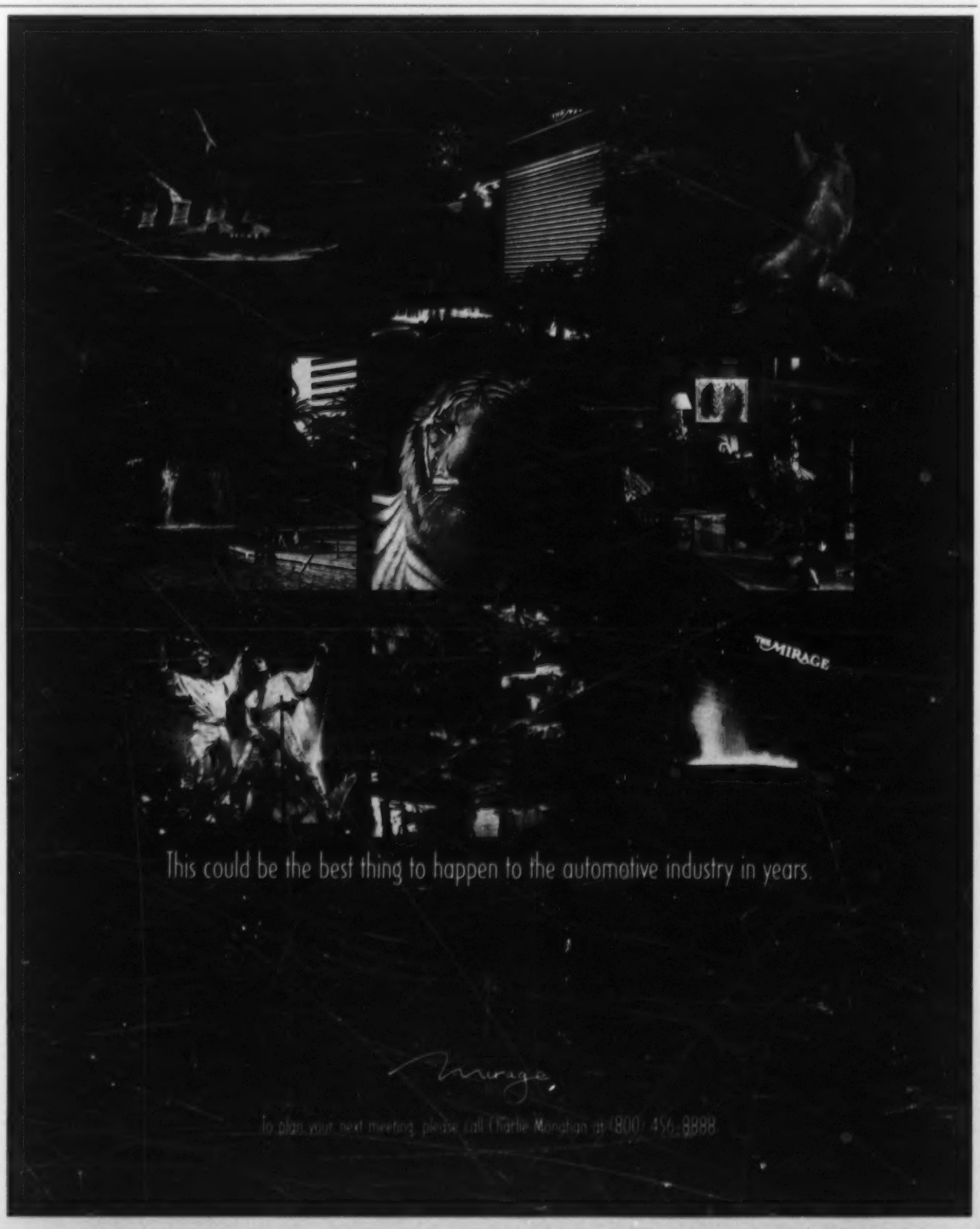
For the first time this year, Saturn does not top the sales per dealer list.

Toyota won the title when Saturn's August sales per dealer plunged 60 units below July.

Saturn sold 46.0 percent fewer vehicles in August than July due to the unavailability of the popular cars.

Toyota became the top ranking automaker, despite a drop of six units per dealer in August. Toyota's August sales slipped 9.6 percent from July.

According to *Automotive News* sales-per-dealer calculations, 15 makes reported increases in August, 18 declined and five remained unchanged.



N.Y. auction is dealer group's feat

CHARLES M. THOMAS
Staff Reporter

For dealers in the Niagara Frontier Automobile Dealers Association in Buffalo, N.Y., the road to building and opening an auto auction has been bumpy and full of detours.

But after four years of perseverance, the $7.5 million Auto Dealers Exchange of Buffalo will open Sept. 22 with the help of ADESA Corp., a relatively low-profile chain of auctions based in Indianapolis.

The Buffalo dealer group is known for its innovative marketing and cost-cutting ideas. For example, the association has operated a successful automotive parts cooperative for dealers for decades.

As a result, when the association announced plans to build an auto auction in 1988, it took less than 20 minutes for members to scoop up an initial stock offering of $550,000 at $5,000 per share.

But plans began to unravel when the association purchased an option on property in Alden, N.Y., and spent a year trying to get it rezoned from agricultural to light-industrial use. More problems arose as a result of an environmental impact study.

"The location was convenient for us, but it wasn't environmentally correct," said Richard Welte, president of the Niagara dealer group.

Still, automakers like Ford Motor Co. and General Motors urged dealers to go ahead with plans to build an auction. It made sense because the auction nearest to Buffalo dealers was 200 miles to the southwest in Butler, Pa.

But it took two years before the association finally decided to abandon the Alden site. It then bought an option on 133 acres of quarry land in nearby Newstead, N.Y. The property already was zoned light industrial, so dealers had only to bring water and sewer lines to the area.

Then earlier this year, directors voted to find a partner rather than try to operate the auction themselves.

"The auction board decided to go out and find someone with some expertise in running an auction," said Welte.

Enter ADESA Corp., led by veteran auction owner Michael Hockett, who at the time owned four auctions.

ADESA was about to raise more than $57 million through a public stock offering and other financing to acquire more auctions and pay off debt. The Buffalo auction was a good match.

In March, ADESA went public and at the same time offered Buffalo dealers a stock swap, making the company a majority shareholder in the Buffalo auction and making dealers shareholders in ADESA.

"It was a very good marriage," said Welte. "ADESA helped refine the building design."

For ADESA, the partnership provides an instant customer base. There are 150 dealers in the association and 50 who owned shares in the original venture.

The association will not gain financially from the arrangement, but it does get credit for launching yet another service for its dealers: an outlet to buy and sell cars.

The six-lane auction has a reconditioning facility and paved storage for 12,500 vehicles. It also has 60 full-sized trucks to transport vehicles.

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Tampa	4	Sept. 21	Marion, IN	Sept. 16 - 18
Orlando	4	Sept. 22	Marion, IN	Oct. 14 - 16
St. Louis	4	Oct. 2	Marion, IN	Nov. 11 - 13
Charlotte	3	Oct. 9	Marion, IN	Dec. 9 - 11

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Canada sales decline 1.9%

TORONTO — Sales of cars and light trucks in Canada declined for the fifth straight month in August.

But for the first time during the tailspin, the decline was less than 10 percent. Canadians bought 95,276 cars and trucks in the period, down 1.9 percent from August 1991. A 16.0 percent gain in truck sales failed to offset a 9.1 percent decline in cars.

Chrysler, led by strong truck sales, was up 13.4 percent in August. Ford and General Motors slipped. Sales at each of the Big 3 remain behind last year's eight-month totals.

The country's leading import firms, Toyota and Honda, also lost sales. Nissan posted a scant gain.

Through August, Canada's market declined 7.9 percent, with cars off much more than trucks.

CANADIAN CAR AND TRUCK SALES

	August 1992	August 1991	8 mos. 1992	8 mos. 1991
BMW (imported car)	477	433	3,127	2,935
N.A. car	5,631	6,563	50,969	68,297
Imported car	2,043	1,339	16,402	13,267
N.A. truck	7,780	5,684	73,793	67,423
Imported truck	99	131	566	958
CHRYSLER	15,553	13,717	141,730	149,945
N.A. car	8,134	10,653	86,216	96,819
Imported car	438	430	5,104	5,088
N.A. truck	9,358	7,388	72,646	70,087
FORD	17,930	18,471	163,966	174,994
N.A. car	19,086	18,264	180,443	201,747
Imported car	617	2,146	7,779	11,411
N.A. truck	10,179	9,636	92,723	97,099
Imported truck	403	288	2,588	2,922
GM	30,285	30,334	281,533	313,179
N.A. car	2,535	2,544	18,961	17,997
Imported car	4,565	6,812	40,962	56,787
HONDA	7,100	9,356	59,923	74,784
N.A. car	470	585	3,404	3,717
Imported car	1,134	1,426	10,222	11,789
HYUNDAI	1,604	2,011	13,626	15,506
JAGUAR (imported car)	43	64	403	489
Imported car	119	66	594	351
Imported truck	42	12	209	114
LADA	161	78	803	465
LAND ROVER (imported truck)	12	13	78	96
N.A. car	832	452	3,312	4,771
Imported car	2,647	3,081	27,794	21,055
Truck*	1,364	1,372	15,243	15,722
MAZDA	4,843	4,905	46,349	41,548
MERCEDES-BENZ (imported car)	243	243	2,297	2,400
N.A. car	755	881	7,311	6,300
Imported car	2,111	1,904	15,033	14,971
Truck*	1,077	1,154	7,814	8,721
NISSAN	3,943	3,939	30,158	29,992
PEUGEOT (imported car)	8	14	15	118
SUBARU (imported car)	731	782	4,920	5,826
N.A. car	0	170	98	1,034
Imported car	721	360	5,101	3,555
N.A. truck	211	120	2,317	2,592
Imported truck	210	375	1,725	2,836
SUZUKI	1,142	1,825	9,241	10,017
N.A. car	2,091	1,437	14,348	14,947
Imported car	4,606	5,173	37,046	37,388
Imported truck	1,548	1,857	10,957	14,039
TOYOTA	8,245	8,467	62,351	66,374
Imported car	2,396	2,918	19,293	23,827
Imported truck	309	68	1,255	646
VOLKSWAGEN	2,705	2,986	20,548	24,473
N.A. car	132	104	956	1,201
Imported car	127	216	1,613	1,908
VOLVO	259	320	2,569	3,109
N.A. car	39,606	41,653	366,918	419,630
Imported car	23,018	27,327	197,705	213,165
TOTAL CAR	62,624	68,980	563,723	632,995
N.A. truck	27,528	22,828	239,479	237,281
Imported truck	5,054	5,278	40,435	45,054
TOTAL TRUCK	32,582	28,098	279,914	283,285
TOTAL CANADA SALES	95,276	97,078	843,637	916,280

*Break down of N.A.-built and imported sales not available.
NOTE: N.A. sales are cars and trucks built in the United States and Canada.
Source: Automotive News Data Center and Assn. of Int. Automobile Mfrs. of Canada

Chevy, GMC lead the pickup conversion charge

JOSEPH BOHN
Truck and RV Editor

Many pickup truck buyers want more splash and individuality in their vehicles than the Big 3 can provide.

A lot of the work for this growing market is being done at local tire and wheel shops and by marginally qualified customizers.

To legitimize the market and expand its sales and profit potential for dealers and converters, Chevrolet and GMC are launching new pickup conversion programs on 1993 models. The General Motors divisions are offering special packages on their C/K and Sierra pickups that enable converters to order conversion-ready chassis for $400 below dealer cost.

The conversion package provides a pickup without seats trimmed with either the high-line Silverado package at Chevrolet or the comparable SLE package at GMC.

Chevrolet and GMC are the only manufacturers with such a program.

Ford Division and Dodge don't offer seat delete pickups or discounts for their conversions, according to converters.

Still, some converters have been doing the companies' pickups anyway because of dealer demand.

TRAFFIC BUILDERS

Typically, there hasn't been much of a profit margin — and, therefore, incentive — for converters to work on pickups.

Converters can equip vans with packages wholesaling for $3,000 to $15,000. But with pickups, they are generally limited to packages of about $2,000, according to Kim Gerring, production manager at Tiara Motor Coach in Elkhart, Ind.

"Our program gives converters a margin to work on. It gives them a little extra financial incentive," says Jim Green, Chevrolet manager of RV and motor home sales.

"The pickup market has matured. It's no longer a trick truck market. There's a legitimate market for upfitted trucks that provide additional amenities that we don't offer," Green says.

"These trucks have become traffic builders for our dealers. In offering this upfitter package, which is only available through converters, we're trying to control who does the upfitting. We want our qualified converters doing the conversion as opposed to the local corner shop," Green says.

Mark Degnan, GMC manager of special vehicles, agrees that the pickups build showroom traffic. They also help improve the morale of salespersons who otherwise have to sell the same old trucks.

The bottom line, though, is their gross profit potential, Degnan says.

The trucks give dealers a unique product to sell. Degnan said last year dealers backed away from such niche products and focused on their core business. They've since jumped back after seeing the profit opportunities.

In the 1992 model year, Chevrolet wholesaled over 15,000 pickups with the conversion package to converters and for 1993 projects about 20,000 such units.

GMC released about 7,000 conversion-package pickups in 1992 and projects a 10,000- to 12,000-unit volume for 1993, Degnan said.

Factory sales projections may be conservative, though. Mark III Industries in Ocala, Fla., the industry's top van converter, is ordering and converting about 250 pickups a week. It projects 10,000 Chevrolet pickup conversions alone in 1993 after converting 3,200 Chevrolet and GMC pickups in the 1992 model year, according to Charley Dority, Mark III president.

Mark III has a good track record for meeting its forecasts. It converted 43,000 vans and pickups in the 1992 model year — just 2,000 short of its original target for 1993. The company now has raised its 1993 projection to 65,000 conversions.

Similarly, Tiara Motor Coach, another firm with a good track record for achieving its targets, expects to do 5,000 pickup conversions in 1993 after doing 1,200 in 1992, according to Gerring.

For the 1992 model year, Tiara originally projected 16,800 total conversions and ended up doing 17,322, Gerring said. The company anticipates converting 20,000 vehicles in the 1993 model year.

Other converters besides Mark III and Tiara doing pickup conversions include Choo-Choo Customs Inc. in Chattanooga, Tenn., plus all the Texas-based converters, such as Royal Vans of Texas in Round Rock and Kentron Inc.'s plant in Mansfield.

ROSY OUTLOOK

The pickup truck conversion market is likely to be considerably larger than GM officials project.

The only thing restraining future growth may be GM's closer scrutiny of days' supply in filling orders for 1993. As a matter of new policy, the company won't fill order requests as readily as in the past, according to a top GM sales official.

The new conversion packages and discounts on pickups can only be ordered by converters, says Green. A dealer can't order the package and have it drop-shipped to a non-authorized company.

The conversions on pickups have a very contemporary look, says GMC's Degnan.

For example, Tiara conversions typically include leather interiors, fiberglass running boards, custom wheels and tires, pin or paint stripes and even hidden radar detectors. Only a limited amount of the interior is trimmed in wood.

Tiara is studying the market to determine what additional packages to offer, Gerring said. The wide variety of body styles, configurations, powertrain combinations, and cab and bed sizes in pickups complicates such research.

There are many items the company can offer, such as fiberglass lids or covers that lock down for the bed.

Starcraft chief stresses innovation, caution

JOSEPH BOHN
Truck and RV Editor

GOSHEN, Ind. — It's a cautious Kelly Rose who pilots Starcraft Corp. these days, after rescuing it from Chapter 11 21 months ago. Still, the company's chairman is receptive to new ideas.

One is a new type of running board for Starcraft's 1993 van conversions. The running boards are tucked inside the front doors, which come down and around them to conceal them from view.

Starcraft is adopting the design for Chevrolet and GMC vans this fall and for Fords in November.

Starcraft is now a healthy fourth in industry sales, after its brush with bankruptcy in November 1990. The other Top Five van pool converters are Mark III Industries of Ocala, Fla.; Glaval Inc. of Elkhart, Ind.; Tiara Motor Coach of Elkhart; and Explorer Van Co. of Warsaw, Ind.

Starcraft is producing 67 vans a day and is selling 10,000 to 12,000 units annually. More importantly, it has exceeded all its sales and profit forecasts for the past two years, Rose says.

By November, Starcraft will pay off the last of its former creditors — three years sooner than its December 1990 court agreement called for, Rose says.

He and Stephen Kash, president of Kentron Inc. in Elkhart, each own slightly more than 40 percent of Starcraft. The balance is held by investors that include Richard Newberry, Starcraft president.

Rose says he is not interested in "chasing sales numbers" that would make Starcraft the second or third largest converter.

"In this industry, we're known as the Top Five or the Big Five. So to get into the game of who is third, second, fourth or fifth doesn't really matter anymore," he says. "We're firmly positioned and accepted in the marketplace in the upper high end.

"I don't ever want to see this company go through what it went through — the blank, empty look on people's faces, not knowing if they were going to work today or tomorrow," Rose says, describing Jan. 18, 1991, the day he took over.

The economies of scale, or synergistic benefit, of having the owner of another big conversion firm as his partner never materialized, Rose says.

"Our Elkhart and Goshen salespeople and reps out in the field don't differentiate between Kentron's U.S. conversions or anybody else," he says.

To some degree, the firms compete in different arenas. Kentron is more of a regional converter; it doesn't do much business west of the Rockies, Rose says. Starcraft is well known nationally and internationally.

About 20 percent of Starcraft's sales are international.

Rose says international sales will be increasingly important to converters in the 1990s.

He says that with the Big Five converters controlling about 80 percent of a domestic market of 150,000 to 200,000 sales annually, Europe and Asia offer the most potential for growth.

RECREATIONAL VEHICLE WHOLESALE DELIVERIES

	June 1992	June 1991	% change	6 mos. 1992	6 mos. 1991	% change
Travel trailers	5,000	4,500	+ 11.1	32,300	26,800	+ 20.5
Park Trailers	700	700	0.0	3,700	3,300	+ 12.1
Travel trailers-fifth wheel	3,100	2,600	+ 19.2	20,500	14,100	+ 45.4
Folding camping trailers	3,300	2,800	+ 17.9	22,400	17,200	+ 30.2
Truck campers	1,000	900	+ 11.1	5,200	6,100	+ 17.3
Towable RV total	**13,100**	**11,500**	**+ 13.9**	**85,000**	**66,600**	**+ 27.6**
Conventional (type A)	2,100	2,000	+ 5.0	14,000	11,500	+ 21.7
Van Campers (type B)	300	400	– 25.0	1,500	2,100	– 28.6
Chopped vans (all)	1,500	1,500	0.0	9,400	7,800	+ 20.5
Motor home total	**3,900**	**3,900**	**0.0**	**24,900**	**21,400**	**+ 16.4**
Van conversions	16,400	13,900	+ 18.0	97,700	59,600	+ 63.9
TOTAL ALL RVs	**33,400**	**29,300**	**+ 14.0**	**207,600**	**147,600**	**+ 40.7**

Source: Recreation Vehicle Industry Association

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IMPORTED CAR SALES, AUGUST & YTD

(Domestic cars not included in imported totals.)

	August 1992	August 1991	8 Mos., 1992	8 Mos., 1991
Integra	5,722	5,542	41,260	47,839
Legend	4,354	5,271	31,439	41,871
NSX	77	165	857	1,565
Vigor	993	1,756	11,128	6,454
ACURA	**11,146**	**12,734**	**84,684**	**97,729**
Milano	0	0	3	3
Spider	105	108	866	1,099
164	111	200	1,342	1,570
ALFA ROMEO	**216**	**308**	**2,211**	**2,672**
ASTON MARTIN*	**5**	**5**	**40**	**40**
S4	52	0	227	0
80	53	145	953	1,279
90	186	56	585	788
V8 Quattro	14	46	213	324
Coupe Quattro	0	17	57	212
100/200	925	478	5,865	4,622
100/200 Quattro	216	88	1,189	621
AUDI	**1,446**	**830**	**9,089**	**7,846**
3 series	3,540	3,017	25,460	17,115
5 series	1,609	1,467	12,962	11,772
635 CSi	1	0	4	6
7 series	558	632	3,973	3,383
850i	70	65	644	1,195
M3	3	26	69	296
M5	20	26	208	264
BMW	**5,801**	**5,233**	**43,320**	**34,031**
Geo Storm	6,909	7,714	45,124	58,670
Geo Metro (imported)	728	1,569	10,559	9,316
Geo Metro (domestic)	*7,276*	*6,406*	*63,857*	*45,645*
CHEVROLET/GEO	**7,637**	**9,283**	**55,683**	**67,986**
Colt	2,128	3,137	14,252	19,420
Stealth	1,197	1,585	11,904	12,797
Summit (imported)	1,045	839	8,904	5,531
Summit (domestic)	*732*	*1,034*	*4,667*	*5,292*
Vista	796	1,062	6,087	5,517
TC	0	64	0	863
CHRYSLER CORP.	**5,166**	**6,687**	**41,147**	**44,128**
DAIHATSU	**278**	**485**	**4,892**	**4,362**
FERRARI*	**80**	**80**	**640**	**640**
FORD Festiva	**2,810**	**2,942**	**23,733**	**25,088**
Civic/CRX (imported)	7,634	7,388	45,402	48,283
Civic (domestic)	*15,195*	*20,783*	*98,003*	*105,816*
Accord (imported)	4,056	4,132	40,128	51,856
Accord (domestic)	*30,732*	*32,895*	*222,486*	*225,713*
Prelude	3,282	3,009	25,516	17,519
HONDA	**14,972**	**14,529**	**111,046**	**117,658**
Excel	3,275	8,055	27,440	45,628
Sonata	2,582	2,595	12,286	15,687
Scoupe	1,504	2,756	12,689	20,537
Elantra	3,114	0	22,579	0
HYUNDAI*	**10,475**	**13,406**	**74,994**	**81,852**
M30	329	1,138	3,367	4,536
Q45	977	2,375	7,448	11,300
G20	1,437	1,289	9,802	9,996
J30	1,712	0	8,185	0
INFINITI	**4,455**	**4,802**	**28,802**	**25,832**
I-Mark	0	3	4	83
Impulse	178	246	2,841	2,463
Stylus	401	859	3,906	6,762
ISUZU	**579**	**1,108**	**6,751**	**9,308**
XJ6	368	854	4,243	4,537
XJS	186	383	1,577	1,875
JAGUAR	**554**	**1,237**	**5,820**	**6,412**
LAMBORGHINI*	**13**	**13**	**104**	**104**
ES250/300	3,810	721	24,615	11,553
LS400	3,012	4,045	20,754	25,057
SC400/300	1,709	1,486	14,586	4,490
LEXUS	**8,531**	**6,252**	**59,955**	**41,100**
LOTUS*	**27**	**27**	**216**	**216**
MASERATI*	**20**	**20**	**160**	**160**
323	1,025	2,007	11,042	13,048
Protege	6,321	6,550	52,824	35,558
626 (imported)	10	680	435	10,523
626 (domestic)	*4,600*	*5,385*	*34,200*	*41,651*
MX-6 (imported)	3	201	124	1,390
MX-6 (domestic)	*2,623*	*980*	*17,671*	*18,354*
MX-5 Miata	2,357	2,593	19,069	25,483
MX-3	2,614	0	19,793	0
929	1,419	1,632	14,431	10,121
RX-7	618	870	4,364	5,422
MAZDA	**14,367**	**14,533**	**122,882**	**101,575**
190 class	817	1,103	10,697	9,399
300 class	985	1,403	15,886	11,711
S class	1,503	1,916	12,916	11,450
SL Coupe/Roadster	280	563	3,351	5,298
Tourist	29	91	357	395
MERCEDES-BENZ	**3,614**	**5,076**	**43,207**	**38,253**
Tracer	4,066	3,538	28,760	30,216
Capri	1,033	1,733	10,089	13,866
MERCURY	**5,099**	**5,271**	**38,849**	**44,082**
Diamante	971	2,181	16,765	8,551
Mirage (imported)	335	525	4,749	15,693
Mirage (domestic)	*209*	*1,962*	*8,361*	*14,306*
Galant	1,307	2,381	16,419	24,808
Sigma	0	2	3	142
Precis	311	436	1,064	1,789
3000GT	1,117	638	7,626	8,299
Expo LRV	356	154	3,709	154
Expo	1,043	255	6,238	255
Wagon	0	5	5	187
MITSUBISHI	**5,449**	**6,577**	**56,578**	**59,878**
Sentra (imported)	2,846	3,649	31,327	19,299
Sentra (domestic)	*14,330*	*8,470*	*83,737*	*80,493*
Pulsar	0	1	0	32
NX	527	992	5,580	4,861
Stanza	6,353	9,475	43,292	49,705
Maxima	7,780	9,159	54,731	68,019
240SX/200SX	2,567	3,001	19,681	22,753
300ZX	963	1,662	7,067	9,886
Hawaii	0	338	258	1,741
NISSAN	**21,636**	**28,277**	**161,936**	**175,832**
PEUGEOT	**2**	**577**	**335**	**2,958**
PONTIAC LeMans	**1,036**	**4,029**	**11,120**	**25,767**
968/Cabriolet	126	78	919	685
911 Carrera 2	194	109	1,304	1,431
911 Turbo	23	29	282	324
911 Carrera 4	16	69	341	513
928S4/GT	16	22	133	199
PORSCHE	**375**	**307**	**2,979**	**3,150**
ROLLS/BENTLEY	**19**	**20**	**243**	**230**
900	460	235	2,956	3,326
900S	495	417	5,373	4,677
900 Turbo	353	537	2,793	3,502
9000S	578	532	3,588	3,168
9000CD	286	411	2,282	2,201
9000 Turbo	105	280	1,198	1,550
Tourist	5	12	93	75
SAAB	**2,282**	**2,424**	**18,283**	**18,494**
STERLING	**0**	**481**	**0**	**2,413**
Legacy (imported)	690	798	6,926	12,552
Legacy (domestic)	*3,612*	*3,975*	*36,154*	*34,197*
Loyale	2,759	2,372	24,739	20,853
XT/XT6	0	314	0	1,341
Justy	140	580	2,444	4,940
SVX	277	0	2,305	0
SUBARU	**3,866**	**4,064**	**36,414**	**39,686**
Swift (imported)	497	401	3,996	3,071
Swift (domestic)	*0*	*83*	*110*	*528*
SUZUKI	**497**	**401**	**3,996**	**3,071**
Corolla (imported)	1,125	3,175	37,702	40,471
Corolla (domestic)	*13,559*	*17,156*	*103,029*	*91,259*
Paseo	3,393	3,651	26,686	11,515
Tercel	9,064	9,673	64,671	73,112
Celica	4,556	5,505	29,502	46,268
Supra	113	327	866	2,515
Camry (imported)	6,569	2,092	47,144	38,789
Camry (domestic)	*18,660*	*22,664*	*139,958*	*141,504*
Cressida	295	897	2,681	6,773
MR2	413	754	4,148	7,404
TOYOTA	**25,528**	**26,074**	**213,400**	**226,847**
Cabriolet	586	524	5,727	4,285
Corrado	320	146	2,521	3,398
Jetta	3,575	3,683	23,539	27,625
Golf/GTI	752	1,392	7,700	10,063
Passat	1,110	1,863	7,910	11,389
Fox	816	970	6,747	9,498
VOLKSWAGEN	**7,159**	**8,579**	**54,144**	**66,269**
240 series	1,869	933	17,946	17,738
700 series	556	2,635	11,308	22,774
940 series	1,462	2,714	19,410	10,477
Tourist	80	53	417	368
VOLVO*	**3,967**	**6,335**	**49,081**	**51,357**
YUGO	**0**	**318**	**1,412**	**1,826**
IMPORT TOTAL	**168,498**	**193,325**	**1,367,346**	**1,429,199**

*Estimate

* Includes units produced in Canada

Compiled by Karen Detkowski

VWoA

Young heads unified plan

continued from PAGE 1

tive division. The appointments suggest that Volkswagen United States Inc. and Audi of America Inc. will work more closely to contend in the U.S. market.

VWoA imports and markets VW and Audi brands in the United States. There are 692 VW dealers and 324 Audi dealers in the United States, 166 of them dualed with each other.

Shaver is the former director of consumer marketing for Saturn Corp.; and Klauss is the former vice president of corporate development for Mercedes-Benz of North America Inc.

Under the previous structure, Young retained the operations of VW U.S. when he took over his current position two years ago.

Richard Mugg, 60, who became vice president of Audi in 1988, will retire Oct. 1, after 34 years with VWoA.

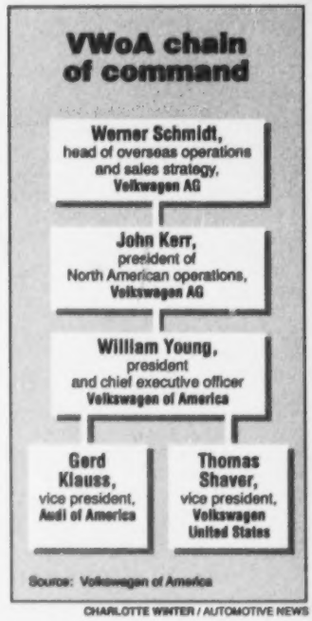
Mugg spent most of the last four years trying to revive Audi. In the mid-1980s, Audi was accused of selling cars that accelerated uncontrollably, and sales fell.

Audi is showing some positive signs. The company virtually replaced its entire product line within the last year and sales are expected to improve about 30 percent next year, Young said.

In the first eight months of 1992, Audi sold 9,089 cars, 15.8 percent higher than same period last year. VW sales for January through August 1992 stood at 54,144, down 22 percent from the same period last year.

Wayne Williams, a VW-Audi dealer in Lansing, Mich., said Mugg improved the quality and image of the Audi and guided it to the brink of recovery: "Dick Mugg wanted to retire a year ago, but wanted to see the 90 and 100 launched before he retired. He leaves the job with a lot of respect from dealers."

Young said the new structure will allow him to focus less on the day-to-day operations of VW U.S. and "concentrate more on the role of president, paying more attention to the short- and long- term strategies of both divisions." He said it was Mugg's decision to take an early retirement and praised the out-going executive for having set the standard for dedication and commitment.



CHARLOTTE WINTER / AUTOMOTIVE NEWS

Maryann Keller, an auto analyst at Furman, Selz, Mager, Dietz and Birney in New York, said the independent strategies of Audi and VW at the home office in Germany may have hindered the recovery of both in the United States. For example, VW and Audi separately developed 6-cylinder engines, when it would have been to their mutual advantage to have worked on the project together, she said.

She believes the reorganization at VWoA and the selection of Ferdinand Piech as chairman of Volkswagen AG in Germany signals a closer relationship between the divisions and is an indication of the company's commitment to the U.S. market.

"Audi and VW throughout their recent past have had independent strategies," she said.

"They are at a point where they'll have to make a stand in the United States or allow the market to bid them good-bye."

Honda has big incentive to back new trade treaty

LINDSAY CHAPPELL
Staff Reporter

U.S. Trade Representative Carla Hills said an estimated $16 million charge against Honda Motor Co. for back import-duty payments could be dropped under the North American Free Trade Agreement.

If unsettled trade disputes with Canada aren't resolved before the pact takes effect, they will be governed under rules of the new treaty, Hills said as the Senate Finance Committee questioned her about the agreement last week.

Honda bumped heads with the U.S. Customs Service early this year over its Canadian-built Civics. Customs ruled that the cars did not contain the 50-percent North American content needed to qualify for duty-free entry under the 1989 U.S.-Canada Free Trade Agreement and levied back duties of $16 million.

Honda has disputed that finding. A final decision is still pending. But if the free-trade pact is approved by Mexico, Canada and the United States, Honda's case will be re-examined under the new rules, Hills told the committee.

The new treaty's methods for measuring North American content would allow Honda to count certain vehicle processing costs that Customs had previously excluded, such as labor content. It also does away with the so-called "roll-up" provision. That allows a part made up of 49 percent North American components to be counted as entirely imported because it falls below 50 percent.

Initial hearings on Capitol Hill indicated a brewing Democratic challenge to the accord.

The official 1,300-page text of the treaty was released last week. Automotive portions carried no surprises beyond details already released. Some carmakers are still waiting for a small U.S. printing contractor to provide them with a copy.

Staff Reporter Max Gates in Washington contributed to this report.

August import sales dip hits sports cars hard

LINDSAY CHAPPELL
Staff Reporter

Sales of imported sports cars continued to lose ground last month.

Such cars as the Dodge Stealth, Toyota Celica and Nissan 300ZX and 240SX were down in August, as they have been throughout the year.

The trend has hurt Subaru of America Inc.'s plans to sell 10,000 SVX sports cars annually.

The company sold 2,305 SVXs through the end of August and just 3,818 since the car went on sale in August 1991.

Faced with high inventories, Subaru will delay shipments of 1993 models, and the SVX may miss the model year entirely.

Subaru was counting on the $26,250 car, with all-wheel drive and V-6 power, to give new pizzazz to its lineup. Spokesman Richard Marshall said sales have been disappointing.

"The SVX is a departure from what most people expect from Subaru, and so it's been a slow starter," Marshall said.

In August, Subaru began offering a $2,000 rebate to dealers on sales of the SVX.

Sales of all imported cars in August fell 12.8 percent from a year earlier and were off 4.3 percent for the first eight months of this year.

That compares to an overall car market that was down less than a percentage point through the first eight months of 1992.

digest

FORD PICKS SPAIN FOR ENGINE PLANT

BRENTWOOD, England — Ford of Europe said last week it will build a $1 billion plant at an existing facility in Valencia, Spain, to produce the new Sigma range of 1.0- to 1.4-liter engines for its small cars in Europe. Ford said the plant, scheduled to be fully on stream in early 1997, will have an annual capacity of 550,000 engines a year. The engines will replace the HCS family that now powers Ford's Fiesta and Escort cars. The four-cylinder, 16-valve, twin-cam Sigma was designed and developed by Yamaha Motor Co.

TOYOTA STARTS ITS ENGINES IN WALES

LONDON — Toyota Motor Corp. last week began production at its first European engine plant at Deeside, Wales. The $280 million plant is scheduled to be producing 100,000 engines a year by 1995, rising to 200,000 annually before the end of the decade. The engine, the 1.6-liter 4A-FE, will be installed in the Carina E, now in pre-production at Toyota's assembly plant in Burnaston, England.

ADP, FTC SETTLE SUIT

WASHINGTON — The FTC and Automatic Data Processing have settled charges that ADP made misleading claims to dealers about consumers saving money by financing car purchases rather than paying cash. Under the final consent agreement, the New Jersey company denies any violation of law, but can be fined $10,000 for future violations.

BIG 3 OPPOSE CANADA LABOR REFORMS

TORONTO — Canadian Big 3 officials have told a government committee that proposed reforms of the Ontario Labor Relations Act will adversely affect jobs and investment, especially in the auto parts industry. The proposals include a ban on hiring replacement workers during strikes. That would "seriously erode the ability of Ontario-based suppliers . . . to maintain scheduled deliveries to the auto industry's North American facilities," said Maureen Kempston Darkes, vice president of corporate affairs at General Motors of Canada.

MITI PEGS $4.6 MILLION FOR CNG

TOKYO — The Ministry of International Trade and Industry last week asked the government to approve $4.6 million in spending to promote the development of vehicles fueled by compressed natural gas. Although Japan has only 67 CNG vehicles on the road today and six fueling stations, MITI said it wants to see 200,000 fueling stands in the country by the year 2000.

3 MAKERS CUT PRICES IN BRITAIN

LONDON — Britain's three largest carmakers have announced major price cuts in a bid to reverse the industry's worst sales slump since before World War II. Ford Motor Co. and General Motors/Vauxhall temporarily cut prices on selected models by up to £1,000 ($2,000), while Rover Group said it has cut list prices 7 percent across the board by reducing dealer margins to 10 percent from 17 percent.

DODGE HAS INTREPID AD LINE

HIGHLAND PARK, Mich. — Dodge will use the theme "Intrepid. This changes everything" for the estimated $40 million November ad launch of the Intrepid sedan. The division will adopt the theme line "The new Dodge," industry insiders said.

N.Y. BMW DEALERS FORM AD GROUP

WOODCLIFF LAKES, N.J. — About 35 BMW dealers in the metropolitan New York area have formed their own ad association and are in the process of selecting an advertising agency, said a BMW of North America Inc. spokesman. The dealers are in charge of the association. The corporation will be an adviser to the group and provide some financial assistance. Other BMW dealers located in areas where media costs are expensive may follow suit, the spokesman said. BMW disbanded its corporate-directed dealer ad groups in 1989.

AUSTRIA

Chrysler van plant subsidy broke rules

continued from PAGE 1

33,000 in 1993. The plant, which Chrysler says is expandable to 100,000 units a year, is a cornerstone of the automaker's strategy to return to Europe in a big way this decade.

Not surprisingly, a Chrysler of Europe spokesman charged Friday that the commission was singling out the U.S. carmaker for "discriminatory" treatment.

"The aid that the Austrian government gave to Chrysler was in line with what other manufacturers got at the time of negotiations five years ago," the spokesman said. "They are trying to use our joint venture to set a broader example."

But a spokesman for the EC said Friday the commission had concluded that Chrysler knowingly set out from the beginning to circumvent the Community's ceiling on state aid by setting up in Austria.

"We have an American car manufacturer trying to come through the back door to Europe without paying duties, and that is not right," the spokesman said.

"The maximum amount of state aid allowed in EC countries is 8 percent. In this case, Chrysler went to Austria to get around that provision and is receiving 33 percent."

The spokesman said the EC intends to crack down on future violations of the state aid provision of the trade agreement.

"We will remove the preferential treatment that Austria or any other non-EC country is getting on vehicles they export into the European Community," he said. "If they break the rules, we must act."

Although several other European joint ventures also are heavily subsidized, they apparently conform to EC guidelines. Portugal, for example, has agreed to pay 20 percent of the cost of a joint-venture minivan plant for Volkswagen AG and Ford Motor Co.

But because Portugal is a designated "economically disadvantaged" area, it was eligible under EC rules to pay up to 75 percent of the plant's costs.

Some industry analysts said the Eurostar ruling has implications for exports to Europe from the U.S. plants of Japanese carmakers, all of which built their facilities with generous subsidies from states and local communities. Such exports already are subject to a 10 percent EC import duty.

"The Community is beginning to take a closer look at state subsidies," said Ian Robertson, senior editor of London's Economist Intelligence Unit. "I think you might see the commission taking a closer look at the Japanese imports coming from North America and how the law applies to that situation."

But Robertson and others said they expect a negotiated settlement before the Sept. 30 deadline.

Somewhat ironically, the Chrysler case promises to be the only time that duties are seriously threatened under the 1972 free-trade agreement.

The agreement will be replaced on Jan. 1 by the European Economic Area, which creates a free trade zone between the European Community and the European Free Trade Association.

It was unclear last week whether any penalties that may be imposed on Chrysler would be dropped or renegotiated after the new accord takes effect. AN

Sales slump hikes supply to 64 days

KAREN DETKOWSKI
Statistician

U.S. car and light-truck inventories on Sept. 1 remained in line with month-earlier levels, but a sales downturn in August increased days' supply.

The supply of unsold light vehicles rose to 64 days on Sept. 1 from 62 on Aug. 1.

"If sales do not develop over the next few months, manufacturers may be forced to cut production or be faced with high inventories," said George Magliano, industry analyst for WEFA Inc.

The stockpile of domestic cars grew to 60 days from 51 on Aug. 1. But imported cars declined to 70 days from 82.

A nine-day strike at a Lordstown, Ohio, parts plant, which began Aug. 27, halted output at 10 General Motors plants, including Saturn. But the strike had little effect on GM inventories for August. GM's supply rose to 65 days up from 61 as August began.

Ford Motor Co.'s inventories were 64 days vs. 63 on Aug. 1. Ford's car average rose, but its truck supply slipped to 59 days from 66.

Chrysler Corp. had the largest increase of the Big 3, both in units and in days' supply. It had a 77-day supply of new cars and trucks on Sept. 1, up from 68 on Aug. 1. The breakout was 71 days for trucks and 79 days for domestic cars.

For the industry, the supply of light trucks was 66 days compared to 68 on Aug. 1. The domestic supply was 65 days; imports, 71. AN

DOMESTIC AND IMPORTED CAR & LIGHT-TRUCK INVENTORIES

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Units	Days' Supply Sept. 1, 1992	Aug. 1, 1992
ALFA ROMEO (imp.)	800	96	118
Acura (imp.)	27,400	64	100
Domestic car	77,700	44	48
Imported car	34,700	60	82
Honda	112,400	48	55
AMERICAN HONDA	139,800	50	61
BMW (imp.)	14,700	66	65
Summit	3,400	121	144
Talon	9,500	93	94
Premier	0	0	78
Vision	1,200	20	0
Wrangler (trk.)	7,900	75	36
Cherokee (trk.)	25,700	68	73
Grand Wagoneer (trk.)	15,000	47	28
Comanche (trk.)	500	66	93
Total Jeep-Eagle	14,200	71	105
Total Jeep-Eagle (imp.)	6,400	159	149
Total Jeep-Eagle (trk.)	34,600	43	58
Laser	9,200	100	90
Sundance	17,800	83	92
Acclaim	16,200	71	73
Voyager (trk.)	40,500	74	53
Total Plymouth	43,200	82	83
Total Plymouth (trk.)	40,500	74	53
LeBaron A	6,800	81	81
LeBaron J	11,100	105	44
Fifth Avenue	9,600	85	52
Imperial	1,500	87	114
New Yorker	3,400	77	71
Town & Country (trk.)	2,500	65	22
Total Chrysler	32,400	89	55
Total Chrysler (imp.)	13,400	119	133
Total Chrysler (trk.)	2,500	65	22
Shadow	18,700	77	67
Monaco	0	0	100
Daytona	4,600	86	80
Spirit	16,400	79	78
Intrepid	2,800	49	0
Dynasty	12,500	70	40
Viper	100	145	0
Vans (trk.)	18,300	110	77
Ram Wagon (trk.)	2,100	82	29
Caravan (trk.)	42,800	69	48
Caravan C/V (trk.)	600	86	23
Ram 50 (imp. trk.)	2,800	142	196
Ramcharger (trk.)	1,000	91	55
Dakota (trk.)	37,500	93	83
Pickups (trk.)	19,400	95	79
Total Dodge	95,800	74	62
Total Dodge (imp.)	7,800	74	132
Total Dodge (trk.)	124,500	86	65
Total domestic car	144,800	79	69
Total imported car	26,843	135	122
Total domestic truck	202,100	71	58
CHRYSLER CORP.	373,700	77	68
Escort	69,500	85	76
Mustang	22,100	95	72
Tempo	32,900	56	38
Taurus	60,700	57	48
Thunderbird	14,000	63	47
Probe	22,500	90	67
Crown Victoria	22,300	70	54
Vans (trk.)	43,600	83	95
Aerostar (trk.)	23,600	48	39
Club Wagon (trk.)	4,300	41	27
Ranger (trk.)	42,500	56	67
Bronco (trk.)	6,400	88	69
Explorer (trk.)	40,500	41	49
Pickups (trk.)	122,300	65	60
Total Ford Division	344,800	70	55
Total Ford Division (imp.)	12,400	115	101
Total Ford Division (trk.)	286,300	58	66
Topaz	14,000	49	41
Sable	20,100	51	49
Cougar	9,200	50	56
Grand Marquis	22,100	70	59
Villager (trk.)	2,800	52	204
Total Mercury	65,400	56	51
Total Mercury (imp.)	17,700	90	78
Total Mercury (trk.)	2,800	52	294
Continental	7,800	58	81
Town Car	19,100	71	49
Mark VII	1,000	56	75
Total Lincoln	27,900	66	57
Total L-M Division	93,300	58	53
Total domestic car	337,300	66	55
Total imported car	30,100	99	86
Total domestic truck	286,800	59	66
FORD MOTOR CO.	656,250	64	63
Somerset	10,500	114	45
Century	12,500	46	37
Regal	13,200	54	39
LeSabre	31,100	68	44
Roadmaster	10,200	79	58
Park Avenue	14,900	92	82
Riviera	2,900	85	78
Total Buick	85,300	84	48
Allante	1,100	121	119
Seville	9,500	61	120
DeVille	14,900	68	62
Brougham	5,000	164	210
Eldorado	9,000	81	124
Total Cadillac	39,400	75	97
Geo Prizm	9,400	26	46
Cavalier	29,900	54	57
Camaro	12,600	61	52
Corsica-Beretta	16,600	48	36
Lumina	29,500	47	50
Caprice	14,200	80	46
Corvette	5,400	122	108
Vans (trk.)	31,400	95	99
Sportsvan (trk.)	1,200	124	72
Geo Tracker (trk.)	11,800	93	94
Astro (trk.)	31,200	104	74
Lumina APV (trk.)	8,100	73	68
S10 (trk.)	44,300	67	66
S10 Blazer (trk.)	23,300	44	53
Blazer (trk.)	4,600	75	66
Suburban (trk.)	5,500	39	22
Pickups (trk.)	97,400	56	75
Total Chevrolet	117,600	45	44
Total Chevrolet (imp.)	53,700	183	238
Total Chevrolet (trk.)	258,800	64	70
Achieva/Calais	21,800	96	84
Cutlass Ciera	14,800	54	36
Cutlass Supreme	13,700	102	58
Eighty Eight	16,000	82	114
Ninety Eight	7,200	75	63
Toronado	1,400	48	95
Silhouette (trk.)	2,800	71	74
Bravada (trk.)	2,000	82	87
Total Oldsmobile	80,200	82	86
Total Oldsmobile (trk.)	4,800	75	79
Sunbird	8,800	54	47
Firebird	6,000	82	76
Grand Am	29,600	50	45
Grand Prix	12,700	58	41
Bonneville	16,100	56	55
Trans Sport	5,600	66	87
Total Pontiac	73,200	55	48
Total Pontiac (imp.)	3,500	88	118
Total Pontiac (trk.)	5,500	86	87
Vans (trk.)	15,600	127	115
Safari (trk.)	12,300	121	88
S15/Sonoma (trk.)	14,000	84	87
S15 Jimmy (trk.)	9,300	63	69
Jimmy (trk.)	2,300	139	126
Suburban (trk.)	3,000	48	43
Pickups (trk.)	36,600	66	73
Total GMC (trk.)	93,100	79	79
Total Saturn	13,900	28	13
Total domestic car	418,700	57	52
Total imported car	57,200	171	222
Total domestic truck	362,300	68	72
GENERAL MOTORS	838,200	65	61
HYUNDAI (imp.)	22,200	56	60
Imported car	1,300	58	74
Truck (dom./imp.)	41,300	115	136
ISUZU	42,600	112	153
JAGUAR (imp.)	1,500	47	70
LAND ROVER (imp. trk.)	800	91	85
Domestic car	13,200	48	49
Imported car	33,900	61	66
Truck (dom./imp.)	25,800	76	77
MAZDA	72,900	62	58
MERCEDES-BENZ (imp.)	9,000	65	48
Domestic car	17,000	115	68
Imported car	31,000	148	66
Imported truck	7,600	169	96
MITSUBISHI	55,600	138	88
Infiniti (imp.)	6,000	35	49
Domestic car	30,900	58	63
Imported car	56,400	76	133
Truck (dom./imp.)	55,200	79	119
Nissan	142,500	69	93
NISSAN MOTOR CORP.	148,500	66	90
PORSCHE (imp.)	1,200	83	85
SAAB (imp.)	6,000	68	53
Domestic car	30,100	217	147
Imported car	19,100	128	66
SUBARU	49,200	171	99
Car (dom./imp.)	3,700	194	116
Truck (dom./imp.)	7,400	117	88
SUZUKI	11,100	135	119
Lexus (imp.)	6,600	28	29
Domestic car	29,700	24	18
Imported car	27,500	28	39
Imported truck	32,900	37	34
Toyota	90,100	29	28
TOYOTA MOTOR SALES	96,700	29	29
Audi (imp.)	6,000	108	282
Volkswagen (imp.)	27,500	108	119
Volkswagen (trk.)	1,000	191	113
VWoA	34,500	103	119
VOLVO (imp.)	8,700	57	48
Domestic car	1,899,300	69	61
Imported car	458,800	79	82
TOTAL CAR	1,958,100	63	59
Domestic truck	850,400	65	67
Imported truck	172,100	71	75
TOTAL TRUCK	1,022,500	66	68
TOTAL STOCK	2,580,600	64	62

More '93s wear rebate regalia

incentive WATCH

INCENTIVE WATCH—DEALER INCENTIVES

NEW PROGRAMS

TOYOTA (expires Nov. 3; all rebates are based on dealer's performance against quota)

Tercel (1992)	$100-500
Celica, Corolla (1992)	$400-800
Compact pickups:	
Base 1992	$800-1,200
Other 1992	$300-700
Base 1993	$600-1,000
Other 1993	$100-500

CONTINUING PROGRAMS

ACURA (1992 models; expires Nov. 3)

Legend sedan	$2,500
Legend coupe	$1,000

AUDI (1991 models, no expiration date)

Audi 100 and 200	$1,500
Audi 90	$1,000

Rebates apply to models purchased by dealer from Audi of America port stocks.

BMW (no expiration date)

750iL (1991)	$10,000

CADILLAC (1992 models, expires Sept. 23)

Eldorado, Seville (except STS)	$0-1,500, based on number sold

CHEVROLET (1992 models, expires Sept. 23)

Corvette ZR-1	$2,000
Other Corvette	$1,000
G van conversion	$1,000

FORD (1992 models; expires Sept. 23)

Taurus SHO (demos)	$2,000
Econoline van conversion	$750

GMC (1992 models; expires Sept. 23)

G van conversion	$750-1,000, quota

HONDA (1992 models; expires Sept. 30)

Accord	$500
Civic	$400

ISUZU (expires Sept. 30)

Impluse (1991)	$2,500
Impulse (1992)	$1,500
Stylus (1991 Calif.)	$800-2,000
Stylus (1991)	$800-1,100
Stylus (1992)	$500
*Pickup (1991-'92)	$800-1,600
*Rodeo (1991-'92)	$400-1,400

*Dealer can choose flat payment or one based on number sold.
Dealer has the option to sharing rebate with buyer.

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (1992 models; expires Sept. 30)

Expo/Eclipse (combined)	0-$1,200, based on number sold
Galant or pickup (dealer's choice)	0-$1,200, based on number sold

NISSAN (1992 models; expires Sept. 30)

Maxima SE	$250
Sentra 2-dr.	$800
Other Sentra	$950
Maxima GXE	$1,000
240SX (except conv.)	$1,000
Stanza	$2,000
Pickup	$1,750

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUBARU (1992 models, expires Nov. 3)

Legacy (invoiced before Feb. 4)	$500-2,500
Legacy (invoiced after Feb. 3)	$1,000-3,000
SVX	$2,000
Loyale awd wagon	$800

SUZUKI (expires Oct. 2)

Swift (1993)	$300-500
Swift (1992)	$500-1,000
Sidekick (1993)	$300-600
Sidekick (1992)	$700-1,000

ARLENA SAWYERS
Staff Reporter

Toyota Motor Sales U.S.A. Inc., Ford Motor Co. and Pontiac announced incentive programs last week that include a wide selection of 1993 vehicles.

On the leasing side, Saab Cars USA Inc. extended its special retail lease plan.

Toyota's program includes 1992 cars and 1992 and 1993 compact pickups.

The incentives range from $100 to $500 on Tercels and $400 to $800 on Corollas and Celicas. Payments run from $300 to $1,200 on 1992 pickups and from $100 to $1,000 on 1993 pickups.

The amount of the rebate varies by model and is based on a dealership's performance against its factory-set quota.

Toyota's incentive program expires Nov. 3.

Ford sweetened consumer rebates on the 1992 Ford Crown Victoria and Mercury Grand Marquis.

The rebates, which were $500 and $750, respectively, are now $2,000 for both cars through Oct. 31.

Rebates on other 1992 and 1991 models are unchanged; they expire Sept. 23.

Also, Ford added nearly all its 1993 car lines to its rebate program.

The incentives range from $200 to $1,000 on 1993 cars and include every line except Ford Thunderbird and Probe, Mercury Cougar and Lincoln Mark VIII (which won't be introduced until Dec. 26).

As in the case of rebates on Ford's 1992 and 1991 models, some of the payments on the 1993s vary by regions.

Rebates on 1993 Ford trucks range up to $1,000. The rebates on the 1993 cars and trucks expire Dec. 18.

Pontiac is paying $500 retail rebates on the 1993 Grand Am, Grand Prix, Bonneville and Trans Sport through Jan. 24.

Saab has extended its special retail finance rates until the end of September.

A Saab 9000 or 900 may be leased for 25 percent down and zero percent finance rate for 48 months.

The zero percent financing is also available for 24 and 36 months. AN

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

FORD MOTOR CO.

1993 models

Expires Dec 18. In lieu of rebates, 7.9 percent financing is available unless otherwise indicated.

Ford Crown Victoria	$1,000
Tarus (regional)	$500-750
Tempo, Festiva	$500
Escort (regional)	$200-500
Mustang (regional)	0-$500
Ford Bronco, Econoline RV pkg.	$1,000
Aerostar, Econoline Club Wagon	$500
F series (regional)	0-$300
Lincoln Town Car, Continental (no finance incentive)	$1,000
Mercury Grand Marquis, Capri	$1,000
Sable (regional)	$500-750
Topaz	$500
Tracer (regional)	$200-500

PONTIAC (1993 models; expires Jan. 24; in lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.)

Grand Am, Grand Prix, Bonneville, Trans Sport	$500

CONTINUING PROGRAMS

CHRYSLER CORP. (Expires Sept 30. In lieu of rebates, finance rates of 4.9 to 9.9 percent).

1993 models

Chrysler LeBaron 2-dr.	$1,500
Imperial, New Yorker Fifth Ave.	$1,250
N.Y. Salon	$750
LeBaron sedan, conv.	$500
Dodge Daytona	$1,000
Dynasty	$750
Shadow, Spirit	$500
Dodge Ramcharger, Ram pickup (gas)	$1,500
Ram wagon/van conversion	$1,000
Dakota	$500
Eagle Talon	$500
Jeep Wrangler	$500
Plymouth Sundance, Acclaim, Laser	$500

1992 models

Chrysler coupe and conv., Imperial, N.Y. Fifth Ave.	$1,500
N.Y. Salon, LeBaron sedan	$1,000
Dodge Shadow conv.	$1,500
Other Shadow, Daytona, Spirit, Dynasty	$1,000
Colt 3-door (exclude Calif., Hawaii)	$700
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon/van conversion	$1,000
Dakota	$750
Ram 50 (exclude Calif., Hawaii)	$750
Eagle Talon Turbo	$1,500
Other Talon, Summit 4-door	$1,000
Summit 3-door (exclude Calif., Hawaii)	$700
Summit wagon	$500
Jeep Comanche	$750
Wrangler	$500
Plymouth Laser Turbo	$1,500
Other Laser, Sundance, Acclaim	$1,000
Colt 3-door (exclude Calif., Hawaii)	$700
Summit wagon	$500
Minivans: Calif., Hawaii — long and short wheelbase	$1,000
Other states: short wheelbase	$500
Long wheelbase	$1,000

1991 models

Chrysler LeBaron coupe and conv., Imperial, N.Y. Fifth Ave.	$1,500
N.Y. Salon, LeBaron sedan	$1,000
Dodge Shadow conv., Daytona	$1,500
Other Shadow, Spirit, Dynasty	$1,000
Colt 3-door (exclude Calif., Hawaii)	$700
Dodge Ramcharger	$2,000
Ram pickup (gas)	$1,500
Ram wagon/van conversion	$1,000
Dakota	$750
Ram 50 (exclude Calif., Hawaii)	$750
Eagle Talon Turbo	$1,500
Other Talon, Summit 4-door	$1,000
Summit 3-door (exclude Calif., Hawaii)	$700
Summit wagon	$500
Jeep Comanche	$750
Wrangler	$500
Plymouth Laser Turbo	$1,500
Other Laser, Acclaim, Sundance	$1,000
Colt 3-door (exclude Calif., Hawaii)	$700
Vista	$500
Minivans: Calif., Hawaii — long and short wheelbase	$1,000
Other states — short wheelbase	$500
Long wheelbase	$1,000

FORD MOTOR CO.

1992 models

Expire Dec. 18 unless otherwise indicated. In lieu of rebates, 7.9 percent financing is available.

Ford Crown Victoria (exp. Oct. 31)	$2,000
Probe, Thunderbird	$1,500
Festiva, Taurus SHO	$1,000
Other Taurus (regional)	$750-1,000
Mustang (regional)	$500-1,000
Tempo Victoria	$500
Escort (regional)	$400-1,000
Ford Econoline RV	$1,300
Bronco	$1,000
Ranger (regional)	$750-1,000
Aerostar (regional)	$500-1,000
F series	$300
Lincoln Mark VII	$3,000
Town Car	$2,000
Continental	$2,000
Mercury Grand Marquis (exp. Oct. 31)	$2,000
Cougar	$1,500
Capri (regional)	$1,000-1,500
Sable (regional)	$750-1,000
Tracer (regional)	$400-1,000
Topaz	$500
Crown Victoria; Grand Marquis for owners of Ford Motor Co. products	$1,000

1991 models

Expires Sept. 23. In lieu of rebates, financing rates of 2.9 to 7.9 percent are offered.

Ford Probe (regional)	$1,500-2,000
Thunderbird	$1,500
Mustang (regional)	$1,000-1,500
Taurus SHO (regional)	$600-1,000
Other Taurus (regional)	$400-1,000
Tempo	$400
Ford Econoline E-150 RV pkg.	$1,300
Bronco	$1,000
Aerostar (regional)	$400-1,000
Ranger, F series, Econoline, Club Wagon	$400
Mercury Capri	$2,000
Cougar	$1,500
Tracer LTS (regional)	$400-1,500
Other Tracer, Sable (regional)	$400-1,000
Topaz	$400

GENERAL MOTORS

1992 models

Expire Sept. 23. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered. Some rebates vary by regions.

Buick Century, LeSabre	$250-1,000
Skylark	$500-1,250
Regal	$750-1,500
Roadmaster, Park Avenue	$1,000
Riviera	$2,000

Rebates based on option package ordered.

Cadillac DeVille, Brougham, Fleetwood	$2,000
Chevrolet Geo Metro (manual), Camaro, Corsica, Beretta, Caprice	$500
Geo Metro (automatic)	$700
Cavalier	$750
Geo Metro conv.	$1,000
Geo Storm, Geo Prizm, Lumina	$1,500
Chevrolet C/K pickups	$300
Astro, G-Van	$500
Geo Tracker (2wd), S/T pickup	
Lumina APV	$750
Geo Tracker (4wd)	$1,000
G-Van Upfit	$1,300
S/T Blazer	$2,000
GMC G-Van, Safari	$500
Sonoma	$750
Jimmy (exclude Typhoon)	$2,000
Oldsmobile Sihouette, Eighty Eight	$500-1,000
Cutlass Supreme	$500-1,250
Custom Cruiser, Bravada	$500-2,000
Toronado	$500-2,500
Achieva	$750
Cutlass Ciera	$1,000
Ninety Eight	$1,500

Some rebates may vary by region.

Pontiac Sunbird, Grand Am	$500
Grand Prix	$500-750
Bonneville, Firebird Trans Sport	$750

Rebates vary by geographical areas.

1991 models

Chevrolet Geo Storm (expires Sept. 23)	$750

HYUNDAI (expires Oct.2)

Sonata ('91)	$2,000
Excel ('91)	$1,200
Scoupe SE ('91)	$1,000
Other Scoupe ('91)	$1,500
Sonata ('92)	$1,500-$2,000
Elantra ('92)	$750-1,000
Excel ('92)	$500-750
Scoupe ('92)	$500-750

calendar

AUTO SHOWS — '92

Oct. 2-25 — State Fair of Texas Auto Show, Fair Park, Dallas, (214) 421-8728

Oct. 8-18 — Paris auto show, Paris, (1) 47 23 59 40

Oct. 2-14 — Austin Auto Show, Austin, Texas, (214) 637-0531

Oct. 8-11 — San Antonio Auto & Truck Show, San Antonio, Texas, (512) 732-9647

Oct. 13-25 — Los Angeles Recreation Vehicle Show, Recreation Vehicle Industry Association, Fairplex exposition complex, Pomona, Calif., (703) 620-6003

Oct. 15-18 — Auto Expo '93, Long Island's International New Car Show, Nassau Veterans Memorial Coliseum, Uniondale, Long Island, N.Y., (516) 368-8000

Oct. 15-18 — Winnipeg International Car & Truck Show, Winnipeg, Manitoba, (204) 889-4924

Oct. 16-18 — Northwood Institute Automotive Industry Show, Northwood Institute, Midland, Mich., (517) 837-4237 or (517) 631-1600

Oct. 17-18 — Portland Newspapers Auto Show, Maine Mall, S. Portland, Maine, (207) 780-9470

Oct. 23-Nov. 1 — South Florida International Auto Show, Miami Beach Convention Center, Miami Beach, Fla., (305) 758-2643

Oct. 28-Nov. 1 — Autobus RAI, Maastricht Exhibition and Congress Centre, Amsterdam, Netherlands

Oct. 30-Nov. 1 — First Hawaiian Auto Show, Neal Blaisdell Arena and Exhibition Hall, Honolulu

Oct. 31-Nov. 8 — New England International Auto Show, Bayside Exposition Center, Boston, (800) 732-2914 or (617) 451-1051

Nov. 6-8 — Auto Expo '93, Southern Connecticut's International New Car Show, New Haven Veterans Memorial Coliseum, New Haven, Conn., (516) 368-8000

Nov. 6-8 — Rhode Island Auto Show, Providence Civic Center, Providence, R.I., (800) 345-1487 or (401) 732-6870

Nov. 11-15— Florida International New Car Show, Tampa Convention Center, Tampa, Fla., (800) 345-1487

Nov. 11-15 — Greater Sacramento International Auto Show, California Exposition & State Fairgrounds, Sacramento, Calif., (800) 732-2914

Nov. 11-15 — Auto Expo, Oncenter, Syracuse, N.Y., (315) 474-1041

Nov. 11-15 — Seattle International Auto Show, Seattle, (206) 623-2034

Nov. 12-15 — Massachusetts International Auto Show, Centrum, Worcester, Mass., (508) 752-5240

Nov. 12-15 — Auto Expo '93, Northern New Jersey's International New Car Show, Meadowlands Convention Center, Secaucus, N.J., (516) 368-8000

Nov. 19-22 — Jacksonville International Auto Show, Prime F. Osborn III Convention Center, Jacksonville, Fla., (800) 345-1487 or (717) 652-4053

Nov. 20-22 — Hampton Roads International Auto Show, Pavilion Virginia Beach Convention Center, Virginia Beach, Va., (800) 345-1487 or (804) 627-2277

Nov. 20-22 — Connecticut International Auto Show, Hartford Civic Center, Hartford, Conn., (203) 246-6566

Nov. 25-29 — Central Florida International Auto Show, Orange County Civic Center, Orlando, Fla., (407) 352-3420

Nov. 25-29 — Long Beach International Auto Show, Long Beach Convention Center, Long Beach, Calif., (310) 301-9019 or (310) 595-4326

Dec. 9-13 — Dayton Auto Show, Dayton Convention Center, Dayton, Ohio, (513) 825-1600 or (513) 277-0999

Dec. 9-13 — Las Vegas International Motor Car Show, Sands Expo Center, Las Vegas, (702) 369-6949

Dec. 26-Jan. 3 — National Capital Area International Auto Show, Washington Convention Center, Washington, (800) 732-2914 or (301) 670-1110

Dec. 26-Jan. 3 — Indianapolis Auto Show, Indianapolis, (317) 266-8455

AUTO SHOWS — '93

Jan. 2-10 — Los Angeles Auto Show, Los Angeles Convention Center, (310) 444-5965 or (213) 851-5075

Jan. 9-17 — North American International Auto Show, Cobo Center, Detroit, (313) 643-0250

Jan. 9-17 — Philadelphia International Auto Show, Philadelphia Civic Center, Philadelphia, (800) 345-1487 or (215) 279-5229

Jan. 14-17 — Utah Auto Show, Salt Lake City, (801) 484-8845

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER CORP.		
Belvidere, Ill.	**9/14**	
Chrysler Fifth Ave.		1,300
Chrysler Imperial		300
Chrysler New Yorker		500
Dodge Dynasty		4,250
Newark, Del.	**9/14**	
Dodge Spirit		1,800
Chrysler LeBaron J		700
Plymouth Acclaim		1,550
FORD MOTOR CO.		
Michigan Truck (Wayne, Mich.)	**9/14**	**2,000**
Ford Bronco		
Ford F series		
Oakville, Ontario	**9/14, 9/21**	
Ford Tempo		3,000
Mercury Topaz		1,250
Wayne, Mich.	**9/14**	**5,000**
Ford Escort		
GENERAL MOTORS		
Detroit-Hamtramck, Mich.	**9/14**	
Buick Riviera		165
Cadillac Eldorado		200
Cadillac Seville		400
Doraville, Ga.	**9/14**	
Oldsmobile Cutlass Supreme		2,130
Total U.S. car		**19,995**
Total Canada car		**4,250**
Total U.S. truck		**2,000**
Total units lost week of 9/14		**26,245**

Source: Automotive News Data Center

Honda exits Formula One racing

RICHARD JOHNSON
Staff Reporter

TOKYO — In another sign of the Japanese auto industry's weakened financial condition, Honda Motor Co. last week said it will withdraw from Formula One racing after this season.

"It is necessary now to go back to our roots . . . and re-consider the direction of Honda's future activities," said President Nobuhiko Kawamoto, a longtime advocate and former supervisor of Honda's motorsports activities.

The move was expected. Honda, which supplies the McLaren team's 3.5-liter V-12 engine, said in July it was considering withdrawal from the racing series. It had previously said the 100 engineers assigned to Formula One racing would be better used in advancing technologies to preserve the environment.

However, Honda appeared to slightly de-emphasize emissions technology. Kawamoto said environmental research would be only one area in which engineering talents will be redeployed. There has been talk Honda may switch to IndyCar racing in the United States, its biggest market.

Honda returned to Formula One racing in 1983 after a 14-year hiatus. Kawamoto orchestrated the return and served as the Japan-based racing "project leader" at that time in his post as head of Honda R&D Co. Since then, Honda has claimed 67 Grand Prix victories and won the Constructor's Championship six times. This season, the Honda-powered McLaren team has won three of 12 races.

Honda has never disclosed the cost of its Formula One activities, which are credited with several innovations — notably the development of its variable valve-timing VTEC engine technology. The most common outside estimate is $80 million a year, although Tanaka said the sum is much less.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

	Est. 9/7-9/12/92	Actual 8/31-9/5/92	9/1 9/12	Year 1/1-9/12/92	Year 1/1-9/14/91
Concorde (Can.)	100	1	101	147	0
LeBaron A	450	627	1,077	3,082	100
LeBaron J	650	1,019	1,669	37,713	18,753
New Yorker	450	721	1,171	12,562	4,784
Fifth Avenue	1,050	1,360	2,410	31,178	20,699
Imperial	150	220	370	4,265	5,691
Town & Country (trk.)	350	510	860	12,516	2,882
Total Chrysler Div.	**3,700**	**4,458**	**7,958**	**101,443**	**52,909**
Sundance	1,300	1,668	2,968	45,842	41,838
Acclaim	1,350	1,708	3,058	53,397	55,544
Voyager (trk.)	1,500	1,968	3,468	70,851	66,900
Voyager (Can. trk.)	2,505	2,010	4,515	80,152	77,600
Total Plymouth	**6,655**	**7,354**	**14,009**	**250,252**	**241,882**
Intrepid (Can.)	1,248	1,230	2,487	6,814	0
Daytona	250	349	599	10,158	5,670
Shadow	1,800	2,262	4,062	68,804	48,601
Dynasty	1,500	1,837	3,337	62,444	62,872
Spirit	1,000	1,508	2,508	60,904	50,681
Viper	10	15	25	152	0
Monaco (Can.)	0	0	0	0	6,822
Caravan (trk.)	1,850	2,525	4,375	91,586	78,483
Caravan (Can. trk.)	2,915	2,238	5,153	116,544	99,188
Caravan C/V (trk.)	50	41	91	2,071	2,431
Caravan C/V (Can. trk.)	80	68	148	4,608	12,341
Dakota (trk.)	2,700	3,304	6,004	101,552	58,356
Ram pickup (trk.)	900	1,126	2,026	40,394	55,554
Ram wagon (Can. trk.)	280	288	568	15,468	14,053
Ram van (Can. trk.)	1,298	1,289	2,577	48,882	27,811
Total Dodge	**15,871**	**18,179**	**34,050**	**626,298**	**540,463**
Vision (Can.)	358	408	776	3,942	0
Premier (Can.)	0	0	0	0	9,728
Cherokee (trk.)	2,350	2,894	5,344	97,010	98,213
Comanche (trk.)	0	0	0	922	3,609
Grand Cherokee (trk.)*	2,900	3,614	6,514	62,076	1,560
Briarwood (trk.)	0	0	0	330	2,094
Wrangler (trk.)	1,150	1,501	2,651	9,107	0
Wrangler (Can trk.)	0	0	0	28,962	42,612
Total Jeep-Eagle	**6,758**	**8,517**	**15,285**	**202,379**	**157,816**
Total U.S. car	**9,968**	**13,294**	**23,254**	**366,381**	**332,833**
Total Can. car	**1,716**	**1,648**	**3,364**	**18,883**	**18,588**
Total U.S. truck	**13,758**	**17,573**	**31,423**	**488,484**	**378,982**
Total Can. truck	**7,988**	**5,893**	**12,981**	**294,614**	**273,985**
CHRYSLER CORP.	**32,494**	**38,580**	**71,082**	**1,174,367**	**983,676**
Escort	4,697	5,735	10,342	132,434	150,956
Mustang	2,240	2,805	5,045	69,621	63,790
Tempo	1,672	2,465	4,137	97,906	79,638
Tempo (Can.)	2,684	2,633	5,317	89,845	74,402
Taurus	8,994	10,040	19,034	284,702	224,667
Thunderbird	1,802	2,178	3,980	60,404	52,532
Crown Victoria (Can.)	1,796	1,611	3,407	75,919	66,308
Aerostar (trk.)	3,976	5,015	8,991	133,188	119,645
Bronco (trk.)	574	715	1,289	18,325	11,853
Explorer (trk.)	4,350	4,900	9,250	208,908	191,218
Mazda Navajo (trk.)	0	0	0	2,982	8,270
Econoline (trk.)	3,584	0	3,584	134,722	94,711
Heavy (trk.)	772	951	1,723	32,107	23,523
Light truck (trk.)	7,798	9,782	17,580	310,019	211,013
Light truck (Can. trk.)	2,438	2,162	4,600	85,223	70,788
Ranger (trk.)	0	0	0	158,168	189,358
Total Ford Division	**47,287**	**56,992**	**98,279**	**1,894,473**	**1,632,758**
Topaz	1,722	1,895	3,617	43,084	33,570
Topaz (Can.)	1,132	1,109	2,241	36,316	24,460
Cougar	1,225	1,434	2,659	39,112	41,895
Sable	1,518	2,715	4,231	90,767	72,563
Grand Marquis (Can.)	2,054	2,190	4,254	75,629	71,029
Mercury Villager (trk.)	853	663	1,516	7,408	0
Nissan Quest (trk.)	488	378	866	4,355	0
Total Mercury	**9,000**	**10,284**	**19,284**	**296,671**	**243,516**
Continental	673	847	1,520	27,453	39,554
Mark VII	0	0	0	2,380	6,925
Town Car	2,021	2,543	4,564	62,234	93,034
Total Lincoln	**2,694**	**3,390**	**6,084**	**112,067**	**139,513**
Total L-M Division	**11,694**	**13,774**	**25,468**	**408,738**	**383,029**
Total U.S. car	**25,472**	**32,857**	**58,329**	**938,887**	**888,114**
Total Can. car	**7,676**	**7,543**	**15,219**	**277,799**	**236,288**
Total U.S. truck	**22,365**	**22,494**	**44,799**	**1,010,182**	**849,591**
Total Can. truck	**2,438**	**2,162**	**4,600**	**85,223**	**70,788**
FORD MOTOR CO.	**58,951**	**64,706**	**123,747**	**2,303,211**	**2,015,781**
Skylark	1,480	1,948	3,428	42,255	29,697
Century	1,501	877	2,378	60,216	64,147
Regal (Can.)	2,050	2,062	4,112	67,315	84,898
Riviera	327	201	528	8,225	14,568
Park Avenue	1,566	391	1,957	40,847	77,347
LeSabre	2,882	1,031	3,913	111,402	50,660
Roadmaster sedan	734	632	1,366	32,128	20,954
Roadmaster wagon	0	0	0	6,924	18,221
Reatta	0	0	0	0	1,206
Total Buick	**10,540**	**7,142**	**17,682**	**369,402**	**361,498**
Eldorado	404	226	630	22,470	7,764
Seville	825	448	1,273	33,532	17,126
Brougham	732	281	1,013	4,203	14,206
DeVille	3,037	105	3,142	77,902	109,210
Allante	51	64	115	1,513	2,124
Total Cadillac	**5,049**	**1,124**	**6,173**	**139,620**	**150,430**
Cavalier	3,322	0	3,322	138,354	177,578
Camaro	0	0	0	47,762	37,925
Camaro (Can.)	15	8	23	49	0
Corsica-Beretta	2,880	921	3,801	130,142	170,791
Lumina (Can.)	4,500	4,378	8,878	155,584	159,292
Caprice	734	702	1,436	73,468	94,663
Corvette	384	481	865	15,005	14,541
Astro (trk.)	1,280	77	1,357	100,532	65,711
Blazer (trk.)	404	610	1,014	17,885	5,555
Lumina APV (trk.)	782	963	1,745	31,965	29,040
Mediums (trk.)	147	105	252	5,091	1,199
P-model (trk.)	416	600	1,016	15,167	14,848
Pickup (trk.)	4,923	5,592	11,515	198,131	199,540
Pickup (Can. trk.)	2,700	2,712	5,412	123,401	96,543
S10 (trk.)	3,816	4,972	8,788	136,922	180,538
S10 Blazer (trk.)	1,706	2,700	4,406	88,276	28,201
Sportsvan (trk.)	92	51	143	11,936	29,033
Sportsvan (Can. trk.)	1,100	1,081	2,181	50,290	36,469
Suburban (trk.)	1,516	1,966	3,482	43,919	21,106
Total Chevrolet	**30,719**	**29,919**	**59,638**	**1,384,183**	**1,361,443**
Achieva/Calais	800	454	1,254	74,067	34,616
Cutlass Ciera	2,999	1,602	4,601	91,914	64,105
Cutlass Ciera (Can.)	0	0	0	0	41,099
Cutlass Supreme	1,923	2,196	4,118	57,105	73,476
Toronado	0	0	0	3,274	3,468
Eighty Eight	1,050	401	1,451	47,762	56,113
Custom Cruiser wag.	0	0	0	2,077	6,237
Ninety Eight	84	0	84	18,240	56,305
Silhouette (trk.)	136	137	273	9,779	14,141
Bravada (trk.)	186	228	414	8,506	10,943
Total Oldsmobile	**7,157**	**5,020**	**12,177**	**312,744**	**360,493**
Sunbird	1,228	0	1,228	56,942	82,519
Grand Am	4,868	5,507	10,375	178,467	89,016
Firebird	0	0	0	17,116	13,827
Firebird (Can.)	10	5	15	34	0
Grand Prix	2,009	2,443	4,452	76,774	71,970
Pontiac 6000	0	0	0	0	19,803
Bonneville	2,348	542	2,888	65,611	49,941
Trans Sport (trk.)	657	745	1,402	28,097	18,540
Total Pontiac	**11,118**	**9,242**	**20,360**	**423,041**	**365,416**
Yukon-Jimmy (trk.)	152	175	327	5,479	1,615
Medium (trk.)	196	257	455	14,025	2,174
P-model (trk.)	68	28	96	1,606	1,856
Pickup (trk.)	1,813	2,613	4,426	76,651	86,030
Pickup (Can. trk.)	1,200	1,158	2,358	45,636	36,128
Syclone-Sonoma (trk.)	1,608	1,083	2,691	35,139	43,317
Typhoon-S15 Jimmy (trk.)	1,144	871	2,015	28,853	10,180
Safari (trk.)	466	23	519	40,560	27,891
Suburban (trk.)	824	622	1,446	24,291	16,805
Vandura (trk.)	54	87	141	6,221	13,002
Vandura (Can. trk.)	450	436	886	21,728	15,783
Total GMC	**7,407**	**7,253**	**14,760**	**309,179**	**254,781**
Total Saturn	**4,488**	**0**	**4,488**	**148,479**	**68,948**
Total U.S. car	**42,543**	**21,466**	**63,966**	**1,676,366**	**1,663,572**
Total Can. car	**6,575**	**6,448**	**12,990**	**222,962**	**205,979**
Total U.S. truck	**21,822**	**25,585**	**47,327**	**929,285**	**821,835**
Total Can. truck	**5,458**	**5,387**	**10,837**	**241,806**	**184,923**
GENERAL MOTORS	**76,298**	**58,787**	**135,152**	**3,080,648**	**2,895,086**
Can. car	1,900	1,825	3,725	70,643	73,081
Can. trk.	1,200	1,105	2,305	43,466	32,543
CAMI†	**3,100**	**2,930**	**6,030**	**114,109**	**105,224**
DIAMOND-STAR†	**2,178**	**2,650**	**4,828**	**100,111**	**110,333**
Civic	1,498	2,042	3,540	69,918	63,334
Civic (Can.)	1,737	2,082	3,819	76,726	75,620
Accord	5,610	7,041	12,651	265,928	256,929
Total U.S. car	**7,108**	**9,083**	**16,191**	**335,846**	**320,263**
Total Can. car	**1,737**	**2,082**	**3,819**	**76,726**	**75,620**
HONDA	**8,845**	**11,165**	**20,010**	**412,572**	**395,883**
HYUNDAI Sonata (Can.)•	**240**	**158**	**398**	**7,992**	**18,031**
AUTOALLIANCE†	**2,700**	**3,852**	**6,552**	**89,585**	**112,965**
U.S. trk.	1,268	1,594	2,862	46,901	47,508
Can. trk.	197	213	410	6,135	4,980
NAVISTAR	**1,465**	**1,807**	**3,272**	**53,036**	**52,488**
Altima	1,746	1,803	3,549	11,231	0
Sentra	1,848	2,283	4,131	84,706	93,655
Pickup (trk.)	2,208	2,664	4,872	93,008	92,474
NISSAN	**5,802**	**6,750**	**12,552**	**188,945**	**186,129**
Geo Prizm	215	212	427	52,120	68,769
Toyota Corolla	215	218	433	74,052	77,991
Toyota Pickup (trk.)	1,750	1,953	3,703	47,739	103
NUMMI	**2,180**	**2,383**	**4,563**	**173,911**	**146,863**
Legacy	944	1,232	2,176	41,333	40,548
Pickup (trk.)	445	558	1,003	17,129	18,217
Rodeo (trk.)	735	952	1,687	29,860	19,006
Total U.S. car	**944**	**1,232**	**2,176**	**41,333**	**40,548**
Total U.S. trk.	**1,180**	**1,510**	**2,690**	**47,989**	**37,223**
SUBARU-ISUZU	**2,124**	**2,742**	**4,866**	**89,342**	**77,771**
Camry	3,868	4,839	8,727	168,805	136,263
Corolla (Can.)	150	100	250	48,058	45,590
TOYOTA	**4,038**	**4,939**	**8,977**	**216,953**	**181,853**
VOLVO 740,940 (Can.)	**96**	**84**	**180**	**4,526**	**5,685**
AM GENERAL (trk.)	**240**	**300**	**540**	**18,520**	**14,370**
MISCELLANEOUS (trk.)**	**1,536**	**1,920**	**3,456**	**118,920**	**94,698**
Total U.S. car	**99,817**	**93,578**	**193,395**	**3,944,983**	**3,756,706**
Total Canada car	**20,808**	**19,078**	**39,943**	**718,851**	**757,124**
Total U.S.-Canada Car	**119,997**	**113,456**	**233,338**	**4,663,314**	**4,513,830**
Total U.S. truck	**80,149**	**75,523**	**141,672**	**2,880,156**	**2,327,876**
Total Canada truck	**16,353**	**14,760**	**31,113**	**670,483**	**566,039**
Total U.S.-Canada truck	**82,502**	**90,283**	**172,785**	**3,470,640**	**2,893,915**
TOTAL U.S.	**180,066**	**169,101**	**335,067**	**6,744,819**	**6,083,782**
TOTAL CANADA	**36,643**	**34,838**	**71,056**	**1,389,144**	**1,323,963**
TOTAL U.S.-CANADA CAR & TRUCK	**202,489**	**203,739**	**406,123**	**8,133,963**	**7,407,745**

•Estimate *1991 figures reflect Grand Wagoneer production.

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; AutoAlliance includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz

Source: Automotive News Data Center

All plants return at GM

GWENDOLYN ZONGHETTI
Special Correspondent

With General Motors' Baltimore plant scheduled to return to work today, all 10 plants closed by the nine-day strike in Lordstown, Ohio, are back at work.

No plans have been made to compensate for the lost production of 26,090 vehicles.

In the United States last week, 99,817 autos were assembled, up 6.7 percent from the prior week but 13.7 percent below the year-ago week.

Year-to-date car production in the United States is 3,944,663, up 5.0 percent from the same week in 1991.

U.S. truckmakers produced an estimated 66,149 units last week, dropping 12.4 percent from the prior week and 16.9 percent from the 1991 week.

So far this year, 2,800,156 trucks have been assembled in the United States, up 20.3 percent from the same point last year.

In Canada last week, 20,090 cars were produced, 1.1 percent above the prior week, but 21.2 percent below the year-ago week.

Year-to-date Canadian car production is 718,651, a 5.1 percent decrease from 1991.

Canadian truckmakers assembled 16,353 units, up 10.8 percent over the prior week but down 12.7 percent from the year-ago week.

Year-to-date truck production in Canada is 670,493, up 18.3 percent over the 1991 period.

Last week, scheduled car and truck production was shared as follows:

GM, 38.9 percent; Ford Motor Co., 29.4 percent; Chrysler Corp., 14.3 percent; Honda of America Manufacturing Inc., 4.3 percent; Nissan Motor Manufacturing Corp. U.S.A., 3.5 percent; Toyota Motor Manufacturing (U.S.A.), 2.3 percent; AutoAlliance International Inc., 1.6 percent; Diamond-Star Motors Corp., 1.3 percent; Subaru-Isuzu Automotive Inc., 1.3 percent; New United Motor Manufacturing Inc., 1.3 percent; miscellaneous, 0.9 percent; Navistar International Corp., 0.8 percent; AM General, 0.1 percent.

GM scheduled daily overtime last week at the Moraine, Ohio, and Janesville, Wis., truck plants. The Scarborough, Ontario, truck plant worked one shift of weekend overtime.

Ford slated daily overtime last week at two car plants and three truck plants.

The car plants were Atlanta and Chicago. The truck plants were Louisville, Ky.; Kansas City, Mo.; and St. Louis.

This week, Chrysler has scheduled overtime at four plants.

The Jefferson North (Detroit), and Warren, Mich., truck plants will work daily overtime. The St. Louis truck plant and the New Mack (Detroit) car plant will work daily and weekend overtime.